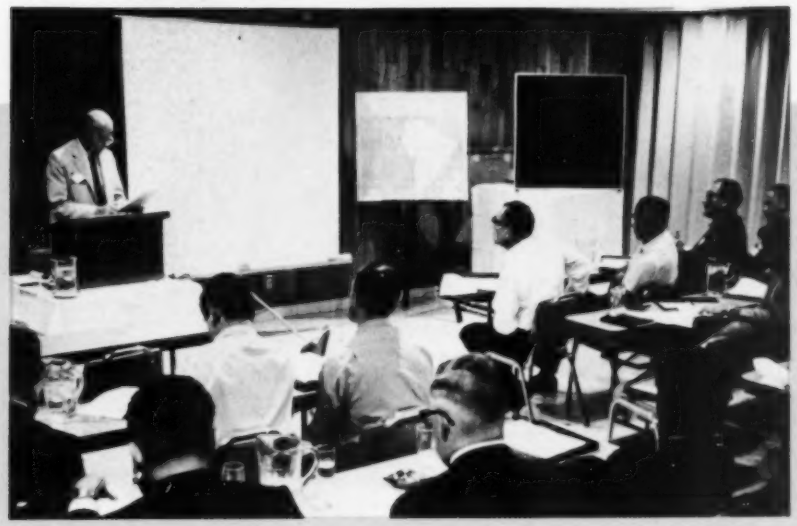
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 15, 1966



ten nations' food productivity: challenge for seed exporters

International Trade Winds

Company News

TIRES—Goodyear International Corp. has announced plans to construct a $14 million tire manufacturing factory at Philippsburg, Germany. The new plant will have the largest initial production capacity of any Goodyear plant outside the U.S. Initial capacity will be 2,400 tires a day, including both belted tires and conventional passenger truck and farm tractor tires.

CHEMICAL PRODUCTS—S. C. Johnson & Son, Inc., Racine, Wis., organizes an international associate company in Farum, Denmark to distribute its waxes, polishes, insecticides and other chemical specialty products.

COMMUNICATIONS—A direct teleprinter exchange service link spanning more than 5,000 miles has been provided jointly by RCA and the Communaute des Postes Telegraphes and Telephones in Belgrade, Yugoslavia. The new service is expected to be used by U.S. and Yugoslavian Government agencies, news media and firms involved in international trade and will be in operation at all times.

TRANSMISSION COMPONENTS — Twin Disc Clutch Co. of Racine, Wis., has begun a 100% enlargement of its Common Market manufacturing facilities in Nivelles, Belgium, to produce its line of power transmission components. A wholly-owned subsidiary, Twin Disc (Pacific) Pty., Ltd., established in Sydney, Australia will support sales and service of both foreign and domestically-manufactured components in Australia, New Zealand, and other members of the Australasian complex.

APPLIANCES—Singer Sewing Machine acquires a majority interest in Germany's third-largest mail order house, Friedrich Schwab AG Ueberlandversand. Schwab expects expansion in sales throughout Europe as a result. Singer will use Schwab facilities in distributing its appliances.

Newsletter

Use of photographed records for tax purposes is now legal in Germany. It's one more reason for the growing market in that country for microfilming, reprographic and other advanced documentation equipment. How to penetrate this market? Enter the Reprographic Equipment show at the U.S. Trade Center in Frankfurt, Nov. 30 to Dec. 7.

A new study in Libya estimates that more than $1 billion will be spent on housing in the next five years. U.S. firms missed in bidding on the first 10,000 units. But house and building products can be put before Libya's buyers at the U.S. Exhibition at the Tripoli International Fair. Feb. 28 to March 20, 1967--still in good time for the nation's housing push.

Final call for free space in an exhibit at the U.S. Trade Center, Bangkok, during the Asian International Trade Fair Nov. 17 to Dec. 10. The Center in downtown Bangkok will be an added attraction for the 500,000 visitors to the annual fair. The Center has display and conference space waiting for U.S. firms.

How to use international air cargo facilities to best advantage? Workshops on this subject, sponsored by the Civil Aeronautics Board and the National Industrial Traffic League, get underway in September in Seattle, Miami, New York, Chicago, Los Angeles. Consult our Calendar for International Traders for specific dates.

One valuable offshoot of the periodic exhibitions at the U.S. Trade Center in Tokyo is the experience gained in design work that combines an appeal both to Japanese tastes and U.S. aims. More than 35 shows by the U.S. in Japan have sharpened this important capability.

One of the 50 Commercial Newsletters published by U.S. Foreign Service posts is distributed to 1,000 of the best commercial prospects in and around Lagos, Nigeria. A recent notice on behalf of the American Laundry Machinery Industries, Cincinnati, helped win a $92,000 order and prospects for more.

Planning association programs for the fall and winter season? A series of eight films on entering exporting, each 25 minutes long, prepared by experienced export specialists in the Philadelphia area, is available from the state of Pennsylvania. For details, write Kenneth Pfeiffer, Chief, Instruction Consultation Division, Department of Public Instruction, Box 911, Harrisburg, Pa. 17126.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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The cover

Conference room and field research sites were equally important locations during the week-long meeting of Latin American representatives of Northrup King Co., Minneapolis-based seed developing and producing firm, described in text and pictures on Pages 2-5. Readers of INTERNATIONAL COMMERCE will remember a similar story on a world meeting of another kind of internationally-known U.S. company, E. W. Bliss, that appeared in the June 20 issue.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

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NEW BOOKS AND REPORTS, 28

WELCOME AND CHALLENGE BY COMPANY CHAIRMAN, D. K. Christensen, opened the U.S. conference for the Latin American distributors of the Minneapolis-based seed producers, Northrup King Co.

FROM CONFERENCE ROOM TO THE FIELD went the representatives from the ten Latin American nations. They saw research efforts and results in three states: Minnesota, Iowa and Texas.

Seeding world is NK's target

Minnesota firm brings Latin group to U.S. for week's conference

A challenge to raise food productivity through increasing use of better seeds developed in the U.S. was put before a company-called Western Hemisphere conference in Minnesota last month.

Northrup King of Minneapolis was host to the meeting, attended by seed distributors from 10 Latin American countries. The welcome was by D. K. Christensen, chairman of Northrup King's board of directors and newly-elected president of Federation International du Commerce des Semences, an international seedsmens' organization.

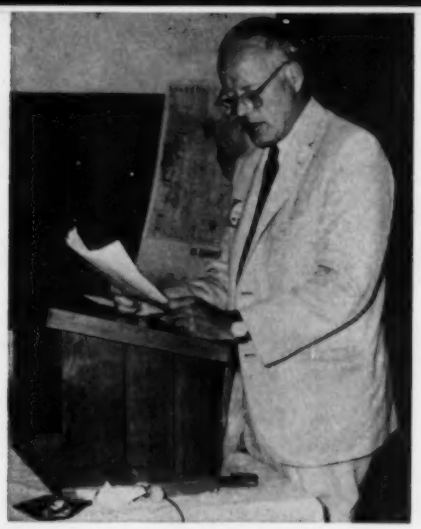
Top representation

The visiting distributors represented the backbone of the seed industry in Latin America. They came to learn what assistance the internationally-known company would offer Latin American seedsmen in developing the seed industry in their countries.

The exchange of views by private enterprise, one of the first programs of its kind, ties in closely with the United States government's goals for Latin America and may also aid in the achievement of goals set by the Alliance for Progress.

After challenging seedsmen to solve the famine problem, Christensen commented on the role of the international seedsmens' organization in solving problems of the international seed trade.

Following his remarks, J. B. Massie, company president, described Northrup King, its present position in the world seed trade, and outlined new world trade goals in 56 countries for the Minneapolis-based seed firm. Massie was one



COMPANY OFFICIALS SET EXPORT GOALS: (from left) president J. B. Massie; A. L. White, market development, and A. M. Skauge, production manager.

ATTENTIVE AUDIENCE heard how company emphasis on quality is being maintained by research.

WORLDWIDE VIEWPOINT is developed with slides and explanations by Dr. Alexander Grobman, former Peruvian agricultural official who is now the Northrup King representative in Lima.

of four speakers who delivered his speech in Spanish.

"We are a major importer and exporter," Massie said, "our business consists essentially of developing, breeding, producing, processing and marketing a wide variety of seeds, such as hybrid corn, hybrid sorghum, and other field seeds for livestock and poultry feed crops; vegetable seed for canners, frozen food processors and commercial produce farmers; flower and vegetable seed packets for home gardeners; and lawn seed and related products for the homeowners."

"Northrup King's philosophy, selling only quality seed, has remained the same since its beginning in 1884," Massie pointed out. "However, beginning in the early 1950's methods began to change. Today research, domestic sales, marketing and contract growing have expanded to concentrate on proprietary products and foreign marketing."

In discussing how Northrup King sees Latin America, Allenby White, director of research and market development, pointed out the effect of the population explosion on Latin American agriculture and the opportunities thus created for Latin American seedsmen.

Latin America leaders seem to be shifting emphasis from industry to agriculture, White commented.

"We see evidence that individual governments are anxious to develop their agriculture and see the importance of the seed industry in doing so," White continued. For example, local and regional conferences on developing seed varieties, seed multiplication and development of laws regulating seed distribution are common.

"The opportunity is here. We should move rapidly to promote the best possible

EXPERIENCED EYES VIEW RESEARCH FARM of Northrup King at Eden Prairie, Minn. What they later saw closeup in various fields is pictured below.

conditions for rapid growth," White concluded.

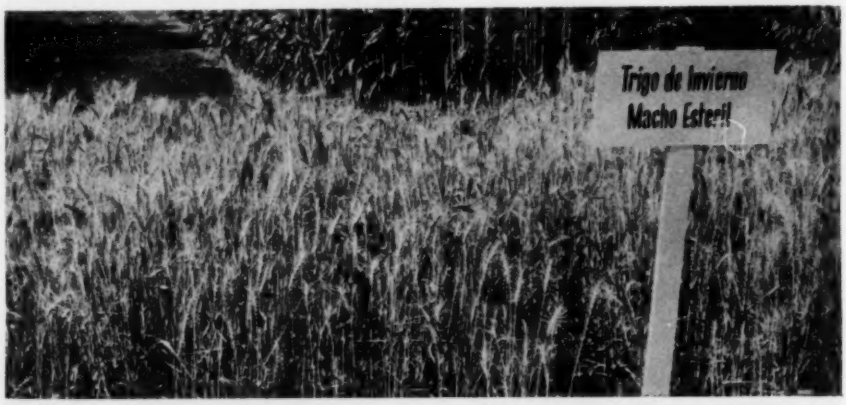
Thus the existing situation was laid out and discussion turned to possible solutions. Other Northrup King specialists described research, production, advertising and local and international sales techniques and assistance which will be offered to speed agricultural development in Latin America.

"We have the talent and training to work with you," said Dr. E. H. Rinke, Northrup King research director. "We have already started expanding and developing sorghum and maize efforts for South America, Central America and Mexico. We anticipate intensive breeding and testing as our program develops. We would like your ideas on how we can best serve you."

Northrup King research work started in the 1920's with the development of inbred lines of corn. Today the company has major breeding efforts on 10 different farm crops with minor programs in nine others; they have major programs on eight vegetable crops and minor programs on seven others. They have staffed breeding centers of 25 to 400 acres at eight locations in the United States. They operate a winter wheat breeding nursery in Florida. They have staffed evaluation centers at five locations and do hundreds of local farm performance trials.

In international trade Northrup King offers experience in general marketing and in specific agreements. "Our company has a full fledged international department, many of our branches are involved in one way or another. We have a subsidiary company in Mexico, a staff member in France and one in Peru, and we are discussing plans for seed grow-

THREE EXPERIMENTAL PLOTS of the seed company are marked with Spanish-language signs for the week's meeting. From top to bottom, they denote a wheat, sorghum and sudangrass plot.



ing and distribution in India," said J. C. van der Have, international trade department manager.

Meetings then dealt with the specifics of marketing corn and sorghum seed. The group focused primarily on marketing and producing these food grains because they offer Latin America assistance in solving its most basic problem—food. In addition to sales and advertising aids, new hybrid varieties and new agricultural techniques were offered. It is believed that these, together with the creation of a Latin American wide seed distribution system, will speed agricultural development in these countries.

Subsidiary's operation

Carlos Calderon, branch manager in Torreon, Mexico, briefly described the operation of Northrup King y Cia, S.A., a Northrup King subsidiary company in Mexico. Calderon's description of the present organization and facilities plus production, marketing and advertising methods indicated how and to what extent Northrup King put their principles, as described in the early sessions, to work in a market more similar to the markets of the other distributors.

Dr. Alexander Grobman, formerly head of Peruvian Agricultural Experiment Stations and now Northrup King representative in Lima, Peru, concluded the meeting sessions by summarizing what was learned. Dr. Grobman has been a participant in many United States sponsored study committees set up to analyze world food and agricultural problems.

Out to fields

Discussions of principles completed, the group moved to the field to look at research in action. They spent an afternoon touring research farms near the company's headquarters. They concluded their stay in Minneapolis by touring plant and office facilities at company world headquarters.

The final portion of their visit involved a look at some of the mechanics of the food problem solution. They toured a corn production plant and research farm at Washington, Iowa, and a sorghum production plant and research farm in Lubbock, Texas.

Northrup King's board chairman Christensen has been a member of the Upper Midwest Regional Export Expansion Council since 1964. International trade manager van der Have is his alternate on the council. The company won an "E" Award for export achievements in 1964.

MEETING IN EXPERIMENTAL CORN PLOT are international department manager John van der Have and distributors C. Flores and H. Baylon of Mexico. The firm has a subsidiary company in Mexico.

EUROPE WAS AT MEETING, TOO, in the person of E. Vitroc (right) of France, NK market development director, talking with company treasurer R. F. Smith. Northrup King sells in 56 countries.

MEETING IS SUMMED UP by Dr. E. H. Rinke, company research director (left), in informal discussion with representative R. Padilla of Guatemala. Dr. Rinke sought and got many research suggestions.

Many areas of world business get attention of U.S. Council of Int'l Chamber of Commerce

Latest annual report pinpoints views on problems relating to the Kennedy Round, protection of foreign property, multilateral investment guarantees, East-West trade

A number of areas of world business have been drawing the attention of the United States Council of the International Chamber of Commerce.

In its latest annual report, just published, Chairman Arthur K. Watson points up Council support of:

- The resolution passed by the International Chamber urging that countries of the European Economic Community resolve their differences as a prelude to constructive negotiations in the Kennedy Round.
- The draft Convention for the Protection of Foreign Property, adoption of which in turn was advocated by the Government at a Ministerial meeting of the Organization for Economic Cooperation and Development in December.
- The Multilateral Investment Guarantee Scheme, which has been presented to the World Bank and to OECD.
- A carefully controlled increase in nonstrategic trade between Western countries and East European economies.

Expresses viewpoint

"The U.S. Council has made significant progress during the past year in expressing its viewpoint within the International Chamber of Commerce and, on appropriate subjects, to the United States Government," according to Watson, who is also vice chairman of the International Business Machines Corp.

In our continually changing world, he emphasizes in the report, international business can have a constructive and educational influence. "Multinational corporations are already providing technical training for millions of people in Asia, Africa, and Latin America. As these people welcome and provide for foreign enterprise as a part of their national life, they gain a new sense of individualism and purpose. The mutual benefits of this relationship are very great indeed, and business will seek new ways to be of assistance in the future," he says.

Improvement of world trading conditions is of continuing concern within the Council. The International Chamber supports the general aim of the United Nations Conference on Trade and Development—to promote economic development through expanded international trade—and presents its views from time to time on a variety of related problems. A statement on long-term supplementary financing projects was submitted by the Chamber to UNCTAD in November and the Council participated in the Chamber's consideration of a supplementary financing proposal by the UN Conference.

On coordinating U.S. public aid with private investments, the Council expressed the view that such aid should not be rendered in a way that would tend to replace private investment. It also gave general support to the idea that "improvements in the international monetary system should come through a strengthening of existing institutions," according to the report.

The U.S. group expressed its support of or objections to various treaties and agreements affecting international business operations—such as those involving taxation of foreign earnings and the arbitration of international disputes.

Under continuing study during the year were such subjects as franchising arrangements and methods, advertising practices and procedures, a practical approach to international air transport, and standardization of international banking technique. The U.S. Council is active in a working group presently considering suggestions from Chamber members for a more useful format for opening of Documentary Letters of Credit than the standard form drawn up in 1951.

To broaden membership

Christopher H. Phillips, president of the U.S. Council since last October, is seeking to broaden its membership to assure adequate representation of industries and regions throughout the United States. He points to a revision this year of the Council's committee structure—to coordinate trade, international investment, and monetary policy in one group for the first time—and to a series of panel discussions for the benefit of Council members. Phillips' background includes experience in international business, with the State Department, and with the United Nations.

The International Chamber of Commerce, of which the U.S. Council is the American arm and a spokesman for American business, is an organization of about 7,500 companies and business associations in 75 countries. "At the heart of all the ICC's work," says Phillips in this latest annual report, "is one basic objective: to promote international economic cooperation and economic expansion through private enterprise."

MULTINATIONAL CORPORATIONS are providing technical training for people in Asia, Africa, Latin America, says Arthur K. Watson in U.S. Council report. Below, local hospitality is combined with outside financing for Inter-Continental Hotels' new Hotel Siam in Bangkok.

North Carolina plans four-sided export promotion for this fall

Exhibit at Stockholm Trade Center, three missions spurring export, investment in State, tourism scheduled for October

The State of North Carolina will score a first in the history of export promotion campaigns this fall when it sponsors three overseas missions and a Trade Center show simultaneously.

The Trade Center exhibit in Stockholm, Sweden, Oct. 25-29, itself will be a "first-within-a-first"—a full Trade Center promotion sponsored by a State Government and supported by the Department's Bureau of International Commerce.

It will feature wearing apparel and household textiles from 20 North Carolina manufacturers, more than half of them new to the market area. Among the exhibitors will be one of the world's largest tent manufacturers, an outstanding creator of high-style fur garments, two leading makers of linens and towels, and the world's largest textile manufacturing firm.

The Bureau will conduct an intensive market development campaign to attract buyers and agents throughout Scandinavia.

Exports, investment, tourism

Each of the three missions will have a separate objective—promoting respectively, North Carolina exports, investment in the State, and tourism. All will visit the Trade Center show.

The trade mission, Oct. 24-Nov. 11, organized by North Carolina industry and supported by the Bureau will be composed of 12 representatives from such industries as chemical, textile machinery and furniture.

The investment mission, also Oct. 24-Nov. 11, will have 10 members, including executives of power companies and banks.

The travel mission, Oct. 26-Nov. 11, will visit Paris, Rome, Geneva, Frankfurt, Amsterdam, London and Stockholm.

"Export development is an integral part of our total economic development program," North Carolina Governor Dan K. Moore said. "Each million of dollars in export income will bring 150 new and better paying jobs to the people of North Carolina, and we are determined to do a selling job that will result in thousands of new jobs in the State."

Edward L. Mercaldo, export development coordinator of the North Carolina Department of Conservation and Development, is organizing the Trade Center exhibit and coordinating the three missions.

North Carolina officials began planning the four-way promotion after Mercaldo attended the U.S. exhibition at the 1966 Cologne Furniture Fair, where a number of leading North Carolina furniture manufacturers were showing their products, and subsequently visited the U.S. Trade Centers in London, Frankfurt, Milan and Stockholm.

Any State, city or industry group interested in presenting a show in a U.S. Trade Center should **write:** Bureau of International Commerce 800, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

U.S. firm developing oil-water separator for world shipping

A $64,000 research contract has been awarded to the CUNO Engineering Corp., Meriden, Conn., by the Department of Commerce's Maritime Administration to develop a compact, low-cost marine type oil-water separation system. This work is being carried out to help U.S. ship operators meet the requirements of the International Convention on Prevention of Pollution of the Seas by Oil which forbids the discharge in certain areas of persistent oil and oily residues.

When the United States ratified this Convention in 1962, the Maritime Administration initiated a research program to develop means of satisfying the discharge prohibition.

To date, this program has consisted of a contract with the Pfaudler-Permutit Co., of Paramus, New Jersey, to develop a marine oil-water separator employing the principle of static coalescence, and a contract awarded to ITT Research Institute of Chicago for a rapid and automatic means of monitoring oil concentrations in water.

The dynamic system using standard proprietary equipment proposed by CUNO appears to offer promising results, which will meet current requirements of limiting overboard oil discharge in excess of 100 parts per million while at the same time significantly reducing the installed unit volume required. The goal is development of a practical system which can be produced for commercial use.

Export firm offers free trip to U.S. as sales incentive

Firm's action wins commendation from U.S. Travel Service head

A U.S. export firm which is promoting a contest among its distributors and agents for an all-expense paid vacation to the United States was praised for its action by U.S. Travel Service Director, John W. Black.

In commending executives of the Hamos Co., New York, for their support of the Visit the USA Program, Black noted that travel is one of the Nation's major exports, earning well over $1 billion last year. "It is important," he said, "that we stimulate more travel to this country from abroad for balance of payments reasons and to promote friendly understanding."

The two-week trip offered by Hamos Co. includes round-trip transportation to the U.S. via ocean liner or jet, hotel confirmations, entertainment and other tour arrangements. The package tour books winners for visits to New York, Washington, Hollywood and Las Vegas.

To qualify for a vacation trip participants must sell or purchase a set amount from the firm during a two-year period which began Aug. 1.

Hamos Co. distributors must purchase $100,000 worth of U.S. goods for a free trip for one and $200,000 in goods for a trip for two. Agents must earn $5000 in commissions for a trip for one and $10,000 to qualify for a trip for two.

The company, which operates in 18 countries throughout Europe, Scandinavia, Latin America, Africa, and the Far and Near East, will end the free trip offer on July 30, 1968.

Three shows headline chemicals in Milan

Three concurrent events during the period Oct. 8-16 will attract the entire Italian chemical industry and buyers from surrounding countries to the Milan Fairgrounds. The events include the 17th International Chemistry Congress and the Second International Chemical Exhibition, both sponsored by the Italian Chemical Society and the Italian Association of Chemical Engineering. The Congress and Exhibition are being promoted by the Italian Federation of Scientific and Technical Associations.

To complement these two events, the U.S. Trade Center in Milan will stage an exhibition of industrial chemical processing equipment on the same dates. Thirty U.S. manufacturers plan to show their latest products at the exhibition.

A recent Commerce Department survey showed the Italian Chemical industry to be one of the fastest growing in the world. In 1964, it supplied 5% of the global demand for chemical products, and increased production by 9.2%.

Vigorous production activity throughout 1965 raised the output level to about $5 million annually. Spurred on by increased demand, Common Market competition, and rising labor costs, the Italian chemical industry is investing a record $800 million in new plants and equipment during 1966. A billion-dollar investment level is predicted by 1968.

Agriculture fair in Jordan will feature new machinery

American manufacturers of agricultural chemicals and machinery are invited to participate in the agricultural fair to be held in Nablus, Jordan, Nov. 10-12. The exhibition will be held under the auspices of the Jordan Ministry of Agriculture and the office of the Governor of Nablus.

Write: Governor Nayef el Hadid, Nablus, Jordan.

Additional information about trade fairs and trade center shows is available, unless otherwise noted, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

THREE CONCURRENT CHEMICAL SHOWS are being planned in Milan this fall by (left to right) U.S. Commercial Attache Walter Lubkeman; Prof. Luigi Morandi, president of the Italian Federation of Scientific and Technical Associations; U.S. Embassy Officer Charles Johnson; Alvise Barison, public relations counsel for the U.S. Trade Center in Milan; and Italian Chemical Association president Luigi Satta.

London Trade Center will stage exhibition of animal husbandry machinery, equipment

Survey finds sales opportunities for improved machines and techniques; show will coincide with two important British agricultural exhibitions

A special opportunity for U.S. makers of animal husbandry equipment to boost their overseas business will be provided late this year in London. The Bureau of International Commerce will stage an export promotion exhibition of new developments in the animal husbandry field at the London Trade Center, Dec. 6-16.

A broad pre-show publicity campaign is now under way to attract buyers and prospective agents and distributors to see the latest U.S. equipment and techniques for the care of livestock and poultry.

The Trade Center show will coincide with the United Kingdom's two most important agricultural exhibitions—the Smithfield and Poultry Shows. Many British farmers planning to attend these events have expressed interest in the show.

A recent market survey conducted for the Commerce Department shows that British agriculture is highly mechanized, in an effort to obtain maximum yield from the limited amount of land available for use. Sales opportunities for U.S. firms lie mainly in the introduction of new, improved machinery and in the replacement of existing equipment. Over the past ten years the industry's investment in machines, buildings, and vehicles averaged about $375 mililon yearly.

The survey pinpoints good business opportunities in the following categories:

- On-site and mobile dung removal equipment.
- Cow trainers for milking parlor entry and exit.
- Tower silos with self-feed facilities for cattle.
- Airtight tanks for storing moist barley.
- Auger feeding systems that insure even distribution of food along the entire length of the line.
- Pig-operated water devices.

Trade Center exhibitions overseas have proved profitable in the past for U.S. firms. At the close of the animal husbandry equipment show last October at the Tokyo Trade Center, the 23 exhibitors estimated that they would have $1.3 million in business in Japan within a year as a result of the show.

U.S. firms interested in displaying their products at the London show may obtain additional information from the Bureau of International Commerce (code 932), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: area code 202—WOrth 7-3848), or from any Commerce Field Office.

Libya is fertile market for U.S. products; oil wealth to finance building, agriculture

Favorable trade balance of past three years rises with petroleum revenues; King Idris promises 70 percent of profit for new internal developments

Over $1.1 billion will be spent by Libya for housing alone during the next five years, as part of an ambitious internal development program financed by the country's rapidly increasing oil revenues. Agriculture and construction also have top priority in the final two years of the current five-year plan, which calls for an additional $325 million in expenditures.

An ideal opportunity for U.S. firms to gain representation in the immensely profitable Libyan market will be provided by the U.S. Exhibition at the Tripoli International Trade Fair, Feb. 28-Mar. 20, 1967. Special emphasis will be placed on construction machinery, agricultural machinery and products, and maintenance and repair equipment.

The need for goods and services of all types is growing proportionately with the country's oil income. More importantly, Libya now has the favorable trade balance to finance the purchase of its many needs. The balance ran $476 million in Libya's favor in 1965, the third year of surplus.

While Libya remained the third largest customer for U.S. goods on the African continent in 1965, Italy surpassed the U.S. as the country's principal supplier. A major reason for this is the lack of representation of U.S. firms in the Libyan market. Of the vast number of American firms whose products relate to agricultural production, only six are currently represented by Libyan agents.

U.S. companies may have missed out on much of the first 10,000 unit construction tender in the billion-dollar housing program, but 90,000 additional units are still scheduled, and the construction materials and equipment markets are wide open for whichever companies get there first. Most in demand are concrete mixers, concrete products machinery and forming equipment, steel tubular scaffolding, hoists, mechanical floor finishers, rock crushing machines, and virtually all equipment related to building construction. Materials handling equipment, such as fork lift trucks, conveyors, and back hoes are also urgently needed.

Second in priority among Libyan economic plans is the revival and improvement of agricultural production. Extensive land reclamation and irrigation is planned, along with diversification into new agricultural products, in order to reduce dependence on food imports. Marketable machinery and equipment includes deep and shallow well pumps, water purification and treatment systems, small and medium-sized tractors, sprayers, pesticides, and equipment for the poultry industry.

Critically needed in Libya are repair and maintenance facilities for existing vehicles and machinery, and for future imported equipment. The government and the oil companies have established vocational training schools to teach local mechanics modern techniques of repair and servicing.

All types of general machine tools are needed, such as lathes, milling machines, metal bending and folding machines, and presses. Hand tools are wanted, as are hand power and pneumatic tools, welding equipment, and pumps and compressors.

King Idris and Prime Minister Maaziq of Libya have resolved to devote 70% of the country's revenues to internal developments, and the housing program holds to this promise. Opportunities for foreign firms are multiplying yearly, and the first step for U.S. firms interested in the market is to find a Libyan agent.

One local agent for several U.S. companies is so enthusiastic about the possibilities for American companies in Libya that he will erect a 10,000 square foot building and donate it to the U.S. Exhibition at next spring's Tripoli Fair for use as a pavilion.

The 36 U.S. firms represented at the 1966 Tripoli Fair sold $156,621 in equipment at the show, and expected over $1.1 million in sales during the year following the show. Sales figures to date bear out this prediction, and over half the firms in the 1966 exhibition have expressed interest in the larger 1967 promotion.

U.S. companies interested in taking advantage of this unusual opportunity to enter a swiftly growing market should contact the Bureau of International Commerce (code 936), U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

Two firms find representation at Bangkok office exhibition

Final results from the exhibition of business machines and office equipment at the U.S. Trade Center in Bangkok, June 29-July 12, show exhibitors highly satisfied with the results of the promotion.

Thirty-one firms representing 47 American companies participated in the display, showing the latest in U.S. calculating machines, electronic accounting systems, automatic typewriters, and advanced office equipment. Two firms were new to the market, and both these companies were seeking agents.

By the end of the show, both firms, Cadillac Engravers and Fairchild Davidson, had appointed agents in the Thai market. Cadillac was still negotiating with one more prospective distributor.

The number of visitors registered was 4,236, of whom 701 were identified as trade customers. During the two weeks of the show, exhibitors booked $20,231 in firm sales, and projected $787,895 in sales over the next year.

Construction and works fair to be held in Spain next May

Madrid will be the site for the Second International Fair of Construction and Public Works, scheduled for May 13-28, 1967. The Spanish Ministry of Foreign Affairs has invited all interested U.S. firms to participate in the event. Under the auspices of the Syndicate Organization, the exposition will be held in Madrid's Feria Internacional del Campo, site of most major Spanish trade shows.

Several categories of exhibit are planned, including urban planning, construction planning, building technique, and building industries. A special section will feature machinery for manufacturing materials and premanufactured elements, with construction materials exhibited separately. Also on display will be special utility installations, construction applications, and scenic architecture. Building promotion and financing, and art in buildings will complete the exhibits.

The construction industry currently boasts 15% of Spains growing gross industrial product, and the country's imports of construction and public works equipment totaled $65 million in 1965.

U.S. firms interested in the fair may obtain further information from the Commercial Office of the Spanish Embassy, 2558 Massachusetts Ave., N.W., Washington, D.C. 20008, or from Sr. D. Diego Aparicio, Feria Internacional del Campo, Avenida de Portugal, Madrid 11, Spain.

AN INTERESTED BUYER fills out his registration form (above left) giving details about his business and needs. The receptionist, in this case at the Munich International Dairy Machinery Exhibition, then directs the visitor to a company booth (above right) about whose products he has asked at the desk.

Lists of visitors help exhibiting companies

One of the most important aids an exhibitor at U.S. Trade Center shows and commercial exhibitions overseas can have is a list of the visitors to the show. Such a list is invaluable for follow-up contacts with potential customers, but it is also useful for on-the-spot conversations with buyers at the show and soon afterward.

To expedite the dissemination of visitor lists to individual exhibitors, the operations officers in charge of each exhibition or Trade Center show overseas have been developing a new method which provides each exhibitor with a list of each day's visitors at the close of that day.

As trade visitors arrive at the U.S. exhibit, they are asked to fill out information cards, and are then directed to any particular booth they may wish to see. Meanwhile, information from the cards is transferred to a master list of visitors, and as soon as the day's operations are finished, the list is reproduced for each of the U.S. firms in the exhibition.

Each firm may then use the list to make personal calls on visitors who have shown an interest in the company's products, or who may have an interest, but have not called at that particular company's booth. The inherent advantage of the same-day reproduction of the lists is that companies may call on prospects in person at a time when their interest is high, rather than depending on mail contact at a later date.

Exhibitor interest in the new system has been high, and most have found the lists a valuable new sales tool.

MEANWHILE, BACK AT THE TYPEWRITER, a master list of the day's visitors to the exhibit is being prepared (above). At the end of the day, lists are reproduced and provided to each exhibitor for his use.

Worldwide Business Outlook pages 11-13

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **Netherlands** hopes to hold 1967 expeditures below $4,813 million, down $154 million from this year's anticipated outlay. Major cuts are expected in defense budget . . . **Iraq's** total imports amounted to $450.6 million in 1965, 9% over the $412.9 million of the previous year. Imports from the U.S. dropped slightly from $56.3 million in 1964 to $53.1 million in 1965, but the U.S. remained the country's main supplier . . . Industrial output for **Switzerland** in the first quarter of 1966 rose 3% over the first quarter 1965. Watch production and output of gas and electric power registered the largest gains . . . Union Carbide Europe and Sociedade Industrial de Espumas Sinteticas, Lda., **Portugal,** reportedly sign contract for production of polyurethane in Portugal. Union Carbide will provide technical assistance and raw materials for the venture . . . The Government of **Algeria** plans construction of three large tourist complexes on the Mediterranean Coast. About $1 million will be allocated for initial studies of the three complexes, which will include restaurants, cabins, camping facilities and hotels with a total capacity of 25,000 beds. These installations reportedly will take three years to complete at a cost of $60 million . . . A major sugar project in **Cameroon** will be helped by a $2 million loan from the European Economic Community. The loan to Societe Sucriere du Cameroon will cover part of the $8 million cost which includes creation of sugar cane plantations and construction of a sugar refinery. The refinery is expected to achieve an annual production level of 12,000 tons of refined sugar for the local market . . .

Jamaica economy grows

Major areas of production show significant increases but agriculture declines slightly

Jamaica's pattern of steady growth continued into 1966 with high investor confidence. Except for a slight decline in agricultural export commodities, the major sectors of the economy registered significant increases in 1965 and maintained their growth in the early part of 1966.

The Gross National Product, measured in 1965 prices, rose by 7.5% to $674 million. Per capita income rose 4.9% to $408. Record levels of production were registered in the mining, industrial, construction, and tourist sectors of the economy.

Negative factors influencing Jamaica's future include depressed prices for sugar and bananas, the main agricultural export commodities, an estimated 16% unemployment problem, and a balance of payments problem.

Tourism helps payments

The 1965 balance of payments deficit was not significantly larger than in 1964 —$36.4 million as compared to $35.3 million—due to a $21.3 million increase in tourist revenue. In fact, tourism set the pace for the rest of the economy with a 40% increase in arrivals and a 50% increase in earnings.

Despite the extension of import controls in 1965 to cover most items traded, imports rose to $295.1 million, 4.8% over the 1964 imports of $281.7 million. Imports from the U.S. totaled $90.4 million, 4% over the year before, accounting for 30.6% or 0.3% less than in 1964. However, this slight decline was due to the prolonged dock strike on the U.S. East Coast, and during the latter half of 1965, U.S. exporters received 32.5% of all Jamaican import business.

Exports declined in 1965 to $219.8 million, down $3.4 million from the previous year. The major loss in earnings from sugar, rum, and molasses, which resulted from a sharp reduction in the average export price of sugar, was not offset by increased earnings from other exports. Exports to the U.S. amounted to $81.5 million, up $4.8 million from 1964.

Jamaica will continue to be a good market for U.S. food products, although import controls may not be relaxed in the near future. The drive toward self-sufficiency in food production should increase the demand for agricultural machinery and implements, and agricultural chemicals. With a local fertilizer factory scheduled to begin production in 1966, imports of fertilizer will drop sharply.

The market for building materials unavailable locally and builders' hardware should continue to be excellent. Current plans for industrial expansion should result in opportunities for sales of capital equipment and industrial raw materials.

Recent interest in prefabricated buildings, particularly the type which could be used for tourist cottages, may indicate a market for manufacturers of one and two bedroom units which are comfortable, attractive and reasonable in price. The tourist industry also needs new hotel and apartment space.

Imports of manufactured consumer goods will continue to be restricted to about the same level as in the past. No significant change in the composition or volume of this category is expected, as far as imports from the U.S. are concerned.

New rules on meat

For the first time in years, U.S. fresh pork and processed pork products are being admitted to Jamaica. As currently interpreted, import regulations still exclude pork from all states except Florida. However, other states are expected to be listed as eligible sources by the end of the year.

A total of 23 new manufacturing firms began operations in 1965, compared with 21 the previous year. One large firm, a U.S.-owned jute textile mill employing 800 workers, closed in mid-1965 after three years of operation.

The local market for shares in manufacturing firms has been generally receptive, with issues being oversubscribed well in advance of closing dates. How-

ever, any additional large new issues may not sell as quickly as much of the money available for investment has been absorbed by previous issues.

New investment in hotel and tourist apartments has tended to lag behind demand, due to the high proportion of equity capital required in proportion to available mortgage financing. U.S. mortgage companies experienced in assessing the risks of this type of investment may find the Jamaican hotel industry worth investigating.

Financial incentives

Jamaica continues to offer financial incentives, remission of duty on capital equipment imports, income tax holidays, and other concessions to foreign investors. The response of local investors in foreign-sponsored ventures has been excellent in the recent past.

Government expenditures for fiscal 1965/66 were estimated at $181.2 million; revenues totaled $183.7 million. About $50.4 mililon was spent financing capital development projects. Other budget increases were used for higher salaries to civil servants, extended water and educational services, and interest payments on an increasing public internal and external debt.

Income from customs duties was up $2.3 million to $41.2 million, while income tax collections increased 15% to $54.3 million and excise tax receipts grew 12% to $36.1 million. Income tax gains were made in collections from personal incomes as company taxes remained at the 1964/65 level. Increases in excise collections came from cigarette and petroleum product sales.

The 1966/67 Jamaican Budget included no new taxation to meet an estimated expenditure of $213 million. Approximately $56 million is listed for development projects and another $2.8 million is earmarked for salary revisions needed to cope with the pattern of rising prices.

Index rises

The retail price indices for the Kingston area showed an increase of 2.6% from a mean annual figure of 130.9 in 1964 to 134.3 in 1965. The Rural Areas index rose in 1965 to 129.0 from the 1964 level of 124.7, an increase of 3.4%.

Construction activity in 1965 was about 15% over 1964 and is officially estimated to have contributed $89.6 million to the gross domestic product. Imports of building materials rose 7% to a new high of $23.5 million; at the same time local production reduced imports of specific items such as builders' woodwork, building board, lighting fixtures, and finished structural metal parts. Local sales of cement rose by almost one-fifth to 266,000 tons.

During 1965, a major Government-financed housing project was completed, bringing the number of houses built under Government mortgage insurance schemes to 1,603. In addition 665 houses involving over one million square feet of floor area were completed in the Kingston suburbs by private owners—a 50% increase over 1964.

Persistence of the construction boom through 1965 boosted output in related industrial groups.

The following production increases were registered: cement and clay products, 19%; metal products and repairs, 16%; wood and wood products, 14%; chemicals and chemical products 19%; and furniture and fixtures, 32.5%. The manufacturing sector registered an overall 6% growth in spite of the drop in sugar's contribution to industrial production, maintaining its dominant position as the largest single contributor to gross domestic product.

Scheduled openings

Prospects for industrial growth in 1966 are favorable, with 32 new industries scheduled to start manufacturing operations. Plans have already been drawn for a new flour mill and animal feed complex, a steel mill, and a tire factory.

Other products include shoe polish, tonic food drinks, and chocolate confectionery. Work continues on the Government's seven-story Financial Building, and on the $14 million port development project.

Bauxite production in 1965 reached a record level of 8.5 million tons, a 9% increase over 1964, alumina production dropped 27,000 tons to 741,000 tons, and gypsum production rose nearly 9% to 208,500 tons. All ore exports went to the U.S.

Two major mining concerns are currently involved in expansion programs valued at over $30.8 million, which will boost alumina production in 1966 and bauxite ore extraction by mid-1967. A consortium of three major U.S. metal companies plans to establish a multi-million dollar alumina plant.

Earnings from the 424,000 tons of exported sugar amounted to $54.9 million in 1965 as compared to $55.5 million in 1964.

There has been a slow but continual decrease in receipts from sugar exports since 1963.

The United Kingdom purchased over half of all sugar exports under the Commonwealth Sugar Agreement; Canada took approximately one-quarter, and the U.S. purchased 79,000 tons. Sugar production for 1966 is forecast at 512,000 tons.

Banana prices

Banana exports rose 15% over 1964 levels to 200,000 tons in 1965. However, the lowest average price in five years restricted earnings to $17.3 million, barely 1% over 1964 receipts. In view of the estimated 1966 banana production of 240,000 tons and expected detrimental competition between West Indian producers, growing and marketing associations in Jamaica and the Windward Islands again investigated the possibility of greater cooperation, but without concrete results.

Exports of citrus and citrus products showed substantial increases in both quantity and value during 1965, even though prices were generally lower than in 1964. Jamaica continues to fill an agreement with West German businessmen for supplies of frozen orange juice concentrate. The production outlook for 1966 is good.

Exports of cocoa and coffee decreased in quantity. Low world market prices for cocoa forced greater amounts into local processing industries, and two-thirds of the coffee production was sold to local roasters and manufacturers of soluble coffee.

Pimento recovery

Pimento production recovered somewhat but exports slumped by two-fifths. Only pimento oil held firm on overseas markets. Ginger production also was off in 1965. A 5% rise in copra production, the basis of one of Jamaica's largest processing industries, was accompanied by greater output and sales of margarine, unrefined edible oil and laundry soap.

The volume of imported foodstuffs fell significantly for the first time in many years.

Imports of table potatoes, peas, beans, and other vegetables, corn and cornmeal and some meat and fish products showed very tangible dips as a direct result of quantitive import restrictions on these products. Also, the Agricultural Marketing Corporation expanded its facilities to assure farmers of a market for their produce.

A severe drought in 1965 and the import restrictions led to sharp consumer price increases on many items.

Netherlands sees continuing recession in motion pictures

Attendance drops 6% in 1965; 19 movie theaters close doors

The Netherlands Motion Picture Association sees no immediate end to the recession in the country's motion picture trade.

Attendance in 1965 dropped 6% compared to 1964 and is still a cause of great concern to the Association. A total of 19 movie theaters closed last year, compensated only partially by the opening of four new theaters.

Attendance at Netherlands motion picture theaters in 1965 was 36.4 million as against 38.7 million in 1964. In 1958, attendance was 64.2 million. At the end of 1965 there were 522 theaters in the Netherlands with a total seating capacity of 248,157. Gross receipts at these theaters in 1965 totaled $20.8 million, slightly higher than the 1964 figure of $20.4 million. In 1965, the U.S. accounted for about 42% of the net receipts and about 41% of the films shown.

A total of 353 feature films were imported into the Netherlands in 1965 compared to 358 in 1964. Of the 1965 imports, 107 came from the U.S. (114 in 1964), 65 from France, 59 from Italy, 66 from Great Britain, 23 from West Germany, and 33 from other countries. The total was a new postwar low.

One film released

Only one Netherlands feature film was released in 1965. Three domestic produced films were released in the first half of 1966 and two more feature films were released in the first half of 1966 and two more feature films are presently in production. Even though the subsidy to the Production Fund (created to encourage Netherlands producers to make feature films) has been increased, the future of the Netherlands movie production industry does not look bright at this time.

However, the Association is of the opinion that good Netherlands films can be produced. Television continues to be a keen competitor for movie audiences. As of last May 1, there were approximately 2.2 million registered television receivers in operation in the Netherlands.

Proper documentation required by Canada for coffee from U.S.

Canada will deny entry, effective Oct. 1, to imports of coffee from the U.S. when accompanied by incomplete or inaccurate Certificates of Re-export.

The Department of Trade and Commerce in announcing the new regulations has stressed that the original of the Certificate of Re-export must accompany the shipment and photocopies will not be accepted by Canadian officials.

This latest ruling was made in response to the many cases where certificates accompanying imports of coffee via the U.S. were not in accordance with the requirements of the International Coffee Agreement.

The Department has cautioned members of the Canadian coffee industry to advise their principals in the U.S. to become acquainted with the requirements for full and correct information on the certificate. It also suggested that coffee importers ensure that any charges incurred from faulty documentation do not accrue to their accounts.

The action is timed to coincide with the beginning of the 1966-67 coffee year.

IDA credit will assist Malagasy road project

The Malagasy Republic will receive World Bank financing to help in the reconstruction of two sections of road totaling 100 miles, and a feasibility study and engineering of an additional eight miles, including a large bridge.

The International Development Assn. (IDA), a World Bank affiliate, has approved a credit equivalent to $10 million for the project. The road sections will complete a 375-mile trunk highway from Tananarive, the capital, to Majunga.

Under its development program, the Government plans to build and improve over 4,900 miles of roads by the end of 1968 and completion of the Tananarive-Majunga highway has been given high priority.

Execution of the project will be the responsibility of the Ministry of Public Works, assisted by consultants with primary responsibility for the feasibility study and bridge engineering. Construction will be carried out by unit price contracts awarded on the basis of international competitive bidding.

The project is scheduled for completion in three years at a total estimated cost equivalent to $12.8 million.

Japan receives loan for highway project

The World Bank has approved a loan equivalent to $100 million to provide additional financing for construction of the 333-mile Tokyo-Kobe expressway in Japan.

The road is scheduled for completion in April 1969 at a total cost equivalent to nearly $1.5 billion.

The loan was made to the Japan Highway Public Corp., a Government agency responsible for construction, operation and maintenance of many of Japan's toll facilities which include highways, tunnels, bridges and ferries. The Tokyo-Kobe Expressway is its largest undertaking. The western end of the expressway, extending 114 miles from Kobe to Nagoya has been open to traffic since 1964.

The expressway and urban expressways in Tokyo and Kobe which the World Bank also has helped to finance are part of Japan's Five Year Road Improvement Program under which the equivalent of $11.4 billion is to be spent for construction, improvement and maintenance of roads by March 1969. Japan's road network, excluding municipal roads, exceeds 93,750 miles in length, but less than 20% is paved. General objectives of the road program are to double the length of paved roads by 1969, and to increase the expressway network from 52.5 miles in 1964 to 491 miles in 1969.

Ethiopian investments

An *Ethiopian Investment Guide* containing much useful information for the investor wishing to enter this attractive market of steady growth and political stability has recently been published by the Addis Ababa Chamber of Commerce. The pamphlet provides general information on Ethiopia's laws governing the registration and closing of various forms of businesses, the incentives provided by the government to encourage new investment, and the laws and regulations concerning employment of foreign nationals.

Interested businessmen may obtain a loan copy of *Ethiopian Investment Guide* from the Africa Division, OIRE, Department of Commerce, Washington, D.C. 20230.

Investment Opportunities

Trinidad firm wants license or venture to manufacture cosmetics and paper cups

A Port of Spain importing and distributing firm, a subsidiary of an English concern, seeks joint ventures or licensing arrangements with U.S. firms to manufacture cosmetics and toiletries, and paper cups and containers for beverages and ice cream.

Total cost of the projects is estimated at $590,000. Participating U.S. firms are requested to provide machinery and equipment, manufacturing processes, and technical assistance. The Port of Spain firm, which would act as exclusive distributor of the proposed products, would contribute 50% of the capital in the planned enterprises.

The firm claims a substantial domestic market can be developed in both toiletries and paper products. In the cosmetic and toiletries field, imports in 1963 reportedly amounted to about $600,000 from the U.S. and nearly $2 million from the United Kingdom. According to the Trinidad firm, domestically manufactured cosmetics and toiletries priced in the middle class range could successfully compete with imported products.

In the case of paper products, there are reportedly only three small Trinidad manufacturers of cardboard boxes and containers. Their production, however, is of different types of boxes and containers than those proposed by the Port of Spain firm.

It is recommended that U.S. firms interested in these opportunities consider conducting feasibility studies to explore the proposed projects in greater depth.

Write Trinidad Distributors, Port of Spain, Trinidad. WTD.

Argentine brake system producer seeks license

An Argentine manufacturer of brake systems and parts for the automotive industry seeks a licensing arrangement with an experienced U.S. producer of brake drums and discs for automobiles, trucks and buses.

The firm's plant is located on an 8,300 square yard industrial site in the City of Cordoba. The company is comprised of three operating divisions, including a department for handling sales and purchasing, a manufacturing department in charge of production and the operation of the metal machine shop and foundry, and a technical department responsible for quality control and engineering.

In order to expand production, the firm plans to double the plant's floor space and has ordered such additional equipment from West Germany as copying lathes, balancing machines, and grinders especially designed for machining brake drums and discs.

Reportedly, the Cordoba firm has already delivered over 400,000 brake drums and discs to leading U.S. automobile manufacturers in Argentina.

U.S. firms interested in obtaining additional information about this proposal should **write:** Cordoba Industrial Metalurgia, S.A.I.C., 302 Rancagua, Villa Corina, Cordoba, Prov. of Cordoba, Argentina. WTD.

FABRICATED METAL PRODUCTS

A Belgian manufacturer and fabricator of tanks, bridge sections, boilers and hoisting and materials handling equipment seeks a license to manufacture sections for railroad bridges, harbor cranes, conveyor systems and mine cages and frames.

Established in 1900, the firm has extensive experience in this field. Annual production is 10,000 metric tons.

Write: Ateliers de Construction de Jambes-Namur S.A., 16 Rue de la Gare, Jambes, Belgium. WTD.

TRUCK TRAILERS

A licensing or joint venture arrangement to make truck trailers is sought by a British manufacturer of heavy equipment for the underground mining industry, who wishes to diversify its operations.

The company claims to have a considerable number of European business connections, particularly in West Germany.

Write: Greenside Machine Company Ltd., Aycliffe Trading Estate, Near Darlington, County Durham, England. WTD.

TAPE RECORDERS

A large Swedish manufacturer and distributor of radio and television receiving sets, tape recorders and phonographs is interested in a license to manufacture video tape records. It also seeks a U.S. licensee to produce its tape recorders.

Established in 1958, the Swedish company has approximately 1,000 employees.

Write: Luxor Industri AB, Motala, Sweden. WTD.

Venture to make gas meters sought by Indian company

An Indian manufacturer of radio receivers, switches for the electronics industry and capacitors seeks a collaborative agreement with an experienced U.S. firm to produce gas meters for domestic installations.

The U.S. firm is asked for technical assistance in the proposed project.

The Indian company, located in Bangalore, Mysore State, has received a letter of intent from the Indian Government to manufacture 25,000 gas meters annually. The firm states meters conforming to U.S. standards are acceptable.

Established in 1946, the Indian firm has approximately 1,000 employees and markets its products throughout India. It is reportedly collaborating with a Swiss company in the manufacture of water meters.

For additional information about this proposal interested U.S. firms should **write:** Radio & Electricals Manufacturing Co. Ltd., P.O. Box 16, Mysore Road, Bangalore 26, Mysore State, India. WTD.

Philippine firm seeks license to press discs

A Manila manufacturer of phonograph records and assembler of tape recorders and television sets seeks a licensing arrangement with a U.S. firm to press records in the Philippines.

Established in 1950, the firm has approximately 80 employees and paid in capital of $125,000. Its plant capacity is about 2,000 records a day and annual production has averaged 300,000 records.

Reportedly, the Manila company already has licensing agreements with several U.S. record firms.

Write: Mico Industries, Inc., 667 Sales St., Manila, Philippines, attn: Mr. Eusebio Contreras, President. WTD.

INDUSTRIAL MACHINERY

A Belgian firm with extensive experience in the manufacture of equipment for the production of sheet glass and bottles, hoist and handling equipment for mines and quarries and heat generators for swimming pools is interested in making these products under U.S. license. The firm currently has licensing arrangements with several U.S. companies.

Write: Ateliers J. Hanrez S.A., 41 Rue de Trazegnies, Monceau-sur-Sambre, Belgium. WTD.

Indian industrial group seeks venture with U.S. television manufacturer

One of North India's leading groups of manufacturing companies is reported to have received a letter of intent from the Indian Government's Ministry of Industry giving preliminary approval to the annual manufacture of 10,000 television receivers in a plant to be built at Kanpur.

A period of six months has been allowed the firm to make collaboration arrangements and complete negotiations for obtaining necessary imported plant equipment and components. The group has placed its synthetic yarn manufacturing subsidiary firm in charge of the project.

A joint venture arrangement with an experienced U.S. television manufacturer in which the U.S. contribution might be in the form of machinery, equipment and technical know-how would be given serious consideration by the Indian firm. Equipment needed for the enterprise would include that for test benches, for a general test facility, and a range of components for use in the television receivers to be produced.

U.S. firms interested in some form of collaboration with the Indian company or wishing to quote on the wide range of equipment and components needed for the venture should **write:** J. K. Synthetics Ltd., Kamla Tower, Kanpur, Uttar Pradesh, India.

Ugandan seeks U.S. partner to expand hand tool plant

A Ugandan manufacturer of such steel products as agricultural hand tools, pumps and machinery seeks to expand facilities through a joint venture with an experienced U.S. firm.

Cost of the planned expansion, to include the re-equipping and modernizing of fabrication and machine shops and the installation of a complete malleable iron foundry, is estimated at $700,000. A U.S. investor is asked to furnish capital and technical assistance in return for up to 49% interest in the proposed projects. In addition, the Ugandan company would consider offering the U.S. participant representation on its board of directors.

Plans call for expanding the hand tool plant to double present production of hoes, shovels and axes. Currently, the firm markets its tools in East Africa and exports to Rwanda, Burundi and the Congo.

Established in 1961, the company has approximately 400 employees and annual sales of about $700,000.

The company is a member of the Nanji Kalidas Mehta Group, reportedly one of the two largest groups of companies in East Africa.

Write: UGMA Steel and Engineering Corp. Ltd., P.O. Box 1, Lugazi, Uganda. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

WATER SOFTENING EQUIPMENT

A Brisbane machinery manufacturer seeks a license to make fully automatic water softening equipment.

Write: Willers & Co (Industrial) Pty. Ltd., Edith & Mary St., Newstead, Brisbane, Australia. WTD.

Greek steel pipe producer seeks venture to expand

A Greek manufacturer of double spiral electrically welded steel pipe with headquarters in Athens and plants at Piraeus and Thessaloniki seeks a joint venture or similar arrangement for expansion in Middle East and North African markets.

Preferred collaboration is with a U.S. steel pipe producer or a world-wide operating contractor in the field of installing gas and oil transmission and distribution piping systems. The form of collaboration sought can cover technical, commercial or financial participation.

Write: Viohalco-Sanitas, Stadiou and 8, Rue Pesmazoglau, Athens, Greece. WTD.

CONSTRUCTION EQUIPMENT

A Belgian manufacturer of excavators, diggers and hydraulic jacks seeks a license to make hydraulic cranes and jacks, and such construction equipment as concrete mixers, compressors and earthmoving machinery.

The firm, established in 1949, has 110 skilled employees and is reportedly well equipped to undertake additional production.

Write: Usines Metallurgiques de Frizet S.A., 7 Chaussee de Perwez, St. Marc, Namur, Belgium, attn: Mr. L. Flamant, Manager. WTD.

HEATING EQUIPMENT

A Belgian stove manufacturer seeks a licensing arrangement with a U.S. firm to produce gas operated household heaters and boilers for central heating installations.

The firm currently exports its products to Germany, France and England and has approximately 400 employees.

Write: Fonderies du Lion S.A., Frasnes-lez-Couvin, Belgium, attn: Mr. Pol Delire. WTD.

ELECTRICAL INDUSTRIAL APPARATUS

A Swiss manufacturer of parts for small arms for the Swiss Army seeks a license to make electrical industrial appliances, small mechanical apparatus and precision parts for instruments and machines.

Write: Auto Koch AG, 20 Loewenstrasse, 6000 Luzern, Switzerland. WTD.

New Zealand acts to restrict borrowing by overseas firms in its capital market

New restrictions governing capital issues and exchange control policies designed to reduce increasing loss of overseas reserves

To reduce the increasing loss of its overseas reserves, the New Zealand Government in its June Budget Message announced new restrictions governing its capital issues and exchange control policies.

Previously control over capital issues was applicable only to overseas companies desiring to start business operations in New Zealand or to New Zealand companies desiring to borrow money from overseas sources. The new regulations, however, are extended to those subsidiaries or branches of overseas companies who are planning to obtain finance in New Zealand either by borrowing money, by issuing shares, or by floating other types of securities.

The Capital Issues (overseas) Regulations 1965, Amendment No. 1 states that except with the consent of the Minister, it shall not be lawful:

A) For any overseas person, or any person acting as trustee or agent for or on behalf of any overseas person, to borrow money in New Zealand; or

B) For any company or body corporate, being an overseas person, to raise money in New Zealand by the issue, whether in New Zealand or elsewhere, of any shares in that company or body corporate; or

C) For any company or body corporate, being an overseas person, to make any call in respect of any shares issued by that company or body corporate to a person ordinarily resident in New Zealand.

Overseas person defined

An overseas person is defined as one not ordinarily resident in New Zealand, a company incorporated outside New Zealand, a New Zealand subsidiary of such a company, or a New Zealand company in which 25% or more of the voting power is controlled by overseas persons.

Included within the meaning of borrowing in New Zealand is any transaction where property outside New Zealand is used as collateral for obtaining credit; or any sale of land outside New Zealand to a New Zealand resident by a person carrying on business, when the terms of the sale allow the vendor to remain in possession of the land or to repurchase the land.

These regulations do not apply to any advance made by nor to any deposit accepted by a trading bank or private savings bank in good faith and in the ordinary course of business; nor to any transaction either by a company whose principal business is financing or discounting of credit sales transactions, by a company carrying on business as a stock or station agent or by an authorized short-term money dealer.

All transactions, when the total amount borrowed, raised, or called up in that transaction and in all other such transactions by the same person within the immediately preceding year does not exceed $28,000 (£10,000), are also exempt from these regulations.

Effect of regulations

The effect of these amended regulations is to prohibit the issue, for circulation in New Zealand, of a prospectus or other such document offering shares or other securities of a company that is an overseas person, unless the prospectus states that the Minister of Finance's consent has been obtained or that such consent is not required.

The Minister of Finance's approval is still required before an overseas company can commence business in New Zealand or where a New Zealand corporation proposes to issue securities or borrow money overseas.

The Registrar of Overseas Take-Over at the New Zealand Reserve Bank must be notified when a proposed offer by an overseas person would give the offeror control of 25% or more of the voting rights in a New Zealand company. If this consent is not obtained, subsequent transfers of shares are unlawful and void.

These measures were implemented by the New Zealand Government to avoid pressure on the New Zealand capital market since the American and British Governments now encourage their companies operating overseas to obtain finance in the country of operation rather than from retained profits or from the parent companies.

Exchange Control Regulations have been amended so that New Zealanders will be unable to sell overseas securities or currencies for New Zealand currency or other assets in New Zealand. Travelers going abroad will only be allowed to take $14 (£5) in New Zealand notes with them and in certain cases, the importation of bank notes into New Zealand will be prohibited with the exception of up to $14 (£5) for travelers.

Reserve Bank powers

The Reserve Bank is empowered to declare specified accounts in New Zealand of non-residents to be controlled accounts and to then supervise transactions involving these controlled accounts.

Although New Zealand encourages foreign investment which will diversify its economy and provide foreign exchange by increasing their exports, these new regulations may be a deterrent to some foreign investment in New Zealand.

In 1965, New Zealand experienced severe balance of payments problems and as a result, its total overseas reserves had declined to $218.4m. (£78m.) at the end of 1965. Besides conserving foreign exchange, the purpose of the exchange control measures is to insure that the proceeds from the sale of overseas currencies and securities by New Zealanders are forwarded to New Zealand through the banking system.

By prohibiting large borrowings by overseas companies and their subsidiaries, the New Zealand Government is assuring that funds available for investment are accessible to New Zealand companies.

These regulations should be noted in the investment section of OBR 63-131 (Establishing a Business in New Zealand).

Peru ups shovel, spade duty

Effective July 14 the Peruvian Government increased the specific duty on imports of shovels and spades with curved cutting edges from 3.00 soles to 20.00 soles per gross kilogram (1 sol = US$0.0373). For these items without handles, the specific duty was increased to 40.00 soles per gross kilogram. The ad valorem rate remains at 30% of the CIF value.

Income tax treaty between U.S. and Netherlands revised

Principal modification permits tax on dividends from Dutch sources

The income tax treaty between the U.S. and the Netherlands for the prevention of double taxation has been revised. The principle modification, which went into effect July 9, permits the Netherlands Government to tax dividends from Dutch sources paid to U.S. residents at the rate of 15%.

In the case of U.S. corporate recipients, however, the rate is 5% if the U.S. firm holds at least 25% of the voting stock in the Dutch company, or if the U.S. firm when combined with other U.S. companies, each holding at least 10%, holds 25% or more of the voting stock. Previously, the treaty exempted dividends distributed by Dutch corporations to U.S. recipients from the Netherlands income tax.

Effective January 1967

The other provisions will go into effect January 1, 1967. One calls for distinguishing between operating profits and investment income earned by a permanent establishment owned by a U.S. firm. The former will continue to be taxed at current Netherlands profits tax rates, while the latter will be subject to special arrangements provided for in the treaty.

This means that interest and royalty payments to the U.S.-owned company will be exempt from Dutch taxes, except for those categories of income that are effectively connected to the operation of the firm.

Previous procedures

Previously, the Netherlands taxed U.S.-owned permanent establishments on all income from Dutch sources.

A third important feature permits a U.S. firm to send an employee to the Netherlands for business experience and pay him up to $4,968 before the employee would be subject to Dutch income tax. This provision is applicable, however, only in cases where the American company has less than a 50% interest in the Dutch firm.

Turkish import policy shows few allocation changes

The Turkish import program for the second half of 1966 amounts to $242.5 million including $112.5 million for goods subject to the allocation list and $130 million for the liberalized list. The $112.5 million for imported goods subject to specific quotas is made up of $81.8 million for industrialists and $30.8 million for importers.

Certain goods now domestically manufactured have been removed from both the quota and liberalized lists while the scope of the liberalized lists have not been widened.

Prior import deposit requirements for imports have not been changed. For information concerning the licensing policy for specific products during the current period, **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Brazil liberalizes dividend, profit remittance procedure

The Central Bank of Brazil has recently issued FICAM Circular No. 44 which authorizes holders of permanent investment registration certificates to negotiate profit- and dividend-remittances directly with commercial banks without prior authorization of specific amounts by the Foreign Capital Registration and Supervision Agency of the Central Bank.

The issuance of FICAM Circular No. 44 represents a further step in the reduction of procedural requirements for the remittance of profits abroad. Royalties, technical assistance payments, etc., continue to remain subject to the specific authorization of the Central Bank.

Customs Journals

International Customs Journal Supplements are now available for the United States. PB 169293-1. $2 bound. $1.25 microfiche; and Belgium-Netherlands-Luxemburg. PB 170-849. $7 bound. $1.75 microfiche.

Write: the Clearinghouse, U.S. Department of Commerce, Springfield, Va. 22151. Attn. Code 410-60.

Ghana lowers duties on many commodities

Reductions from 50% to 10% benefit variety of textiles, metals

The Government of Ghana in a Customs and Excise Decree of July announced changes in import tariff rates on a variety of commodities. The most notable changes were reductions in certain duties from 50% to 10% ad valorem.

Items which benefit from this substantial decrease include wood pulp, unwoven textile products of silk, cotton, flax, wool, metallised yarn, man-made fibers; and hemp, pig iron, iron alloys, iron and steel ingots, bars and pilings, blooms, billets, slabs and sheets of iron and steel, scrap metal, unwrought copper, copper waste and unwrought aluminum.

Duties on meat, poultry, fish

The duties on prepared and preserved meats, poultry and fish were reduced by approximately 16%, and there was a slight reduction in the duties on gasoline, kerosene, aviation fuel, diesel fuel, and fuel oil.

At the same time duties were increased on iron and steel reinforcing rods, angles, shapes and sections from "Free" to 25% ad valorem. Duties on passenger motor vehicles were raised from 25% to 30%.

For information regarding import duties on specific items for African countries, **write:** Trade Regulations Section, Africa Division, OIRE, U.S. Department of Commerce, Washington, D.C. 20230.

Agency reports on goods subject to duty under ASP

A U.S. Tariff Commission's report on products subject to duty under American-selling-price provisions contains a schedule of converted rates of duty based on conventional methods of valuation.

The rates would have provided substantially the same amount of collected duty in a recent period as the existing rates on imports subject to ASP valuation.

Products involved in the investigation include benezenoid chemicals, rubber-soled fabric-upper footwear, canned clams, and certain wool-knit gloves.

U.S. denies export rights to European electronics dealer

Procured U.S. equipment while under suspension

An electronics dealer operating in Germany and the Netherlands has been denied all U.S. export privileges for the duration of export controls for procuring U.S. electronics equipment valued at $966, while under an indefinite suspension of export privileges which barred such transactions.

The respondent is Manfred Kausch, of Kaiserslautern, Germany, and Arnhem, The Netherlands, and the order includes the firm he owns known as Radio-Meteor in Ede, the Netherlands.

The order was entered by the Department of Commerce, Bureau of International Commerce, as the outgrowth of an investigation into the dealer's activities involving U.S. electronic products.

Related parties named

Named as related parties and also covered by the order are Television & Elektronik K.G. and Teltronik Buchert & Co. of Kaiserslautern, and Teltronik of Arnhem, concerns in which Kausch is a principal.

Kausch has ignored notification of the charges by the U.S. Government, and is held in default.

Kausch originally was denied U.S. export privileges indefinitely on June 20, 1964, in an action in which Television & Elektronik K.G. also was named as a respondent. Teltronik Buchert & Co. and Teltronik were named related parties in that case in which these parties were denied the right to purchase U.S. commodities. In the face of this prohibition, Kausch, using the firm name Radio-Meteor, made four purchases of electronic equipment in 1964-65 which his U.S. supplier exported to him, at Ede. This operation brought on the new ban.

Kausch and the related parties are barred from U.S. export operations either directly or indirectly. The order applies to agents, employes and representatives of the denied parties, and covers commodities and technical data.

The U.S. export regulations provide that without authorization from the U.S. Department of Commerce, no person may trade in commodities exported from the U.S. with a party he knows has been denied U.S. export privileges.

Mexican auto firm to spend $6.8 million for U.S. equipment

A Mexican auto manufacturing firm will spend some $6.8 million in the U.S. for equipment to increase plant efficiency and provide additional capacity to meet future demand.

Auto-Mex, one of the larger privately-owned Mexican industrial firms, was organized in 1938 to distribute Chrysler products. Today the firm manufactures Plymouth and Dodge vehicles and is one-third controlled by the Chrysler Corp.

The company will also build a plant to manufacture V-8 engines and new assembly facilities in Toluca, 35 miles west of Mexico City. Total cost of the expansion is some $17.5 million. Assembly operations now take place in Mexico City.

U.S. purchases will be financed by an Export-Import Bank of Washington-Alliance for Progress Loan which will be repaid within six and one-half years beginning in 1968.

Venezuelan airline to buy two DC-9 jets, spare parts

Aerovias Venezolanos, S.A. (Avensa) will purchase two DC-9 jet aircraft and related spare parts for a total sale contract price of some $8 million. The Douglas Aircraft Co. will supply the aircraft and the United Aircraft Corp. will supply the engines.

Together these two companies will participate in an Export-Import Bank of Washington loan of more than $6.4 million in the amount of $644,000, or ten percent.

Avensa, a privately-owned airline providing service in Venezuela, was founded in 1943. It has developed from an unscheduled carrier into the country's major domestic airline with more than 60% of the internal traffic.

The Eximbank's Alliance for Progress loan is to be repaid in 14 semiannual installments beginning in 1967.

Alitalia to spend $160 million in U.S. for 32 jet planes

Italian carrier also to buy engines, flight simulators

A total of 32 jet airliners, plus related spare parts and equipment, will be purchased in the U.S. by Italy's Alitalia airline. Total contract price of the transaction is some $160 million.

The Italian carrier will buy four Douglas DC-8 long range jet airliners, 28 DC-9 medium range aircraft, 21 spare engines, and two flight simulators to be used in crew training.

Cash payments

Alitalia will make cash payments totaling more than ten percent of the contract price.

The U.S. suppliers will extend credit to cover the balance of the sale price not covered by a $110.4 million Export-Import Bank of Washington loan to the Instituto Mobiliare Italiano, a quasi-Governmental financing agency, which will make financing available to Alitalia.

The major suppliers include the Douglas Aircraft Co., United Aircraft Co., and Link Group of General Precision, Inc. The aircraft will be delivered over a 28-month period. Disbursements with respect to each aircraft and related equipment will be repayable in equal semiannual installments over a seven year period after delivery.

Britannia Airways plans purchase of U.S. aircraft

The Britannia Airways Ltd., which specializes in passenger service to southern Europe, will purchase three Boeing 737 jet aircraft plus spare parts and related goods and services.

The Export-Import Bank has authorized a $7.9 million loan to help finance the purchase. The total contract value of the transaction is $11.6 million.

The loan is to be repaid in 14 semiannual installments beginning in late 1968.

Prequalifications invited on Japanese expressway projects V, W, X, Y, Z

The Japan Highway Public Corporation (Nihon Doro Kodan) invites prequalifications in order to bid or bids from prequalified, experienced contractors on the construction of five more sections, Projects "V, W, X, Y and Z" of the Tokyo-Nagoya Expressway.

Projects "V, W and X," located in the Shizuoko Perfecture, include over 18,000 yd. of road construction. Earthwork includes both soil and rock, and the construction work includes 8 bridges, 4 viaducts, 12 overbridges, 64 underpass structures and one interchange. The "Y" project of over 8,000 yd. is located in Aichi Perfecture and "Z," over 2,000 yd., is located between Tokyo and Shizuoko. These two projects, beside the earthwork, include 7 bridges, 5 viaducts, 3 overbridges, 35 underpass structures and one interchange.

No subletting of the major part of the work will be permitted. All steel and portland cement to be used for the work will be furnished by Kodan.

Prequalification documents must be submitted by Aug. 24 to the Japan Highway Public Corp., Contract Section, Procurement and Right of Way Department of the head office of Kodan, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo.

A bidding announcement copy of one or all of these projects with a sample form for prequalifying is available to firms located in the U.S. from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-WOrth 7-3601.

Netherlands Antilles wants bids for complete laundry and dry cleaning plant

The Netherlands Antilles invites bids for a complete laundry and dry cleaning plant including 22 pieces of equipment such as marking machine, washer-extractor (350 lb. capacity), 3-roll flatwork ironer w/canopy, general purpose press unit, air compressor, dry cleaning unit (20 lb. capacity), and dry cleaning press. Estimated value is $60,000.

The tender No. is HH2 and the bid deadline is Sept. 12.

Tender documents may be obtained at the office of Mr. Ben Smit, Architect, de Ruyterkade 45, Willemstad, Curacao, Netherlands Antilles, upon payment of 50 Netherlands Antilles florins ($26.75).

Ireland extends bid deadline

The Department of Posts and Telegraphs, Dublin, Ireland has extended the bid deadline for the supply and installation of automatic telephone exchanges and line concentrators at provincial centers from Sept. 27 to Nov. 8. (INTERNATIONAL COMMERCE, July 25, p. 34).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July. Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Costa Rica.
Aircraft and Aeronautical Equipment—Importers and Dealers—Hong Kong.
Boat and Ship Builders, Repairers and Chandlers—Colombia.
Business Firms—Cyprus.
Business Firms—Liberia.
Business Firms—Togo.
Canneries and Frozen Foods—Producers and Exporters—Austria.
Dairy Producers—Spain.
Dry Goods and Clothing—Importers and Dealers—Portugal.
Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories—importers, Dealers and Manufacturers—Trinidad and Tobago.
Fruits and Nuts—Importers, Dealers and Exporters—Norway.
Leather and Shoe Findings—Importers and Dealers—El Salvador.
Machinery and Equipment, Except Electrical—Importers and Distributors—Peru.
Meat Packing, Sausage and Casings—Greece.
Meat Packing, Sausage and Casings—Portugal.
Petroleum Products—Importers, Dealers, Producers and Refiners—Haiti.
Photographic Supplies—Dealers and Photographers—Sweden.
Plastic Materials—Importers, Dealers and Manufacturers—Venezuela.
Provisions—Importers and Dealers—India.
Pulp and Paper Mills—Chile.
Sporting Goods, Toys and Games—Importers and Dealers—Sweden.
Textile Industry—Thailand.

Bids sought on extension of Singapore water system

The Public Utilities Board, Singapore, invites bids on the supply, erection, and commissioning of filtration and dosing equipment for the extension of the Woodleigh Water Works system to a maximum treatment output of 54 million gallons per day.

Bid deadline is Aug. 30.

Tender documents may be obtained from the Office of the Chief Water Engineer, Water Department, Public Utilities Board, Singapore, on payment of a deposit of M$500 (approx. $164), repayable on submission of a bonafide tender.

Proposals for new airport invited by Iraqi Ministry

The Ministry of Defense, Baghdad, invites consulting engineers to submit proposals for the preliminary investigation, design, preparation of contract documents, and supervision of construction of a new airport to be located about 15 kilometers from Mosul.

The proposed Mosul Airport will be basically a military airport but will also be used by civilian air traffic, and should be designed to handle the heaviest military and civilian aircraft. A single runway of at least 3,000 meters is envisaged, together with the taxiways, aprons, hard standings, etc. Operational services will include lighting, electronic navigational and landing aids, and telecommunications.

The scale of building work will be relatively small and will be associated with civilian use of the airport. It will include a control tower, passenger handling buildings, and hangers. The buildings associated with the military use of the airport will be built by the Ministry of Defense.

Consulting engineers' proposals may form the basis of agreement between the firm and the Ministry of Defense, which would be based on the International Model Form of agreement between client and consulting engineer issued by the International Federation of Consulting Engineers. Proposals should include a description of work of a similar nature performed by the firm under conditions comparable to those in Iraq.

The deadline for receipt of proposals is Sept. 14.

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World Trade Opportunities Con't to page 27

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Milk sterilizing plant in Ceylon to be equipped

The General Manager, Milk Board, P.O. Box 1155, Colombo 5, Ceylon, plans to equip a milk sterilizing plant and has issued a tender for the following equipment: Three milk tanks with capacities of 400, 600, and 1,000 gallons; one automatic bottling plant for ½ and 1 pint capacity bottles; sterilizers, with a minimum capacity of 3,750 one pint bottles or 5,000 ½ pint bottles.

Bid deadline is Sept. 12.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

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Ask the Department of Commerce Field Office.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

SURINAM—Fresh apples packed in cartons. Direct purchase and agency. Chin Ten Foek (importer, wholesaler, retailer), Lelydorp 1. WTD 7/5/66.

100 Metal mining

NETHERLANDS—Ores, minerals; all kinds including magnesium chloride, magnesium oxide, emery abrasives and silica sand; for crushing, grinding, screening, selecting, drying, etc. Exclusive agency and/or joint venture. N. V. Nederlandse Erts- & Mineraalbewerking N.E.M., Correspondence address: 47 Grasweg, Amsterdam. WTD 5/13/66.

109 Metal ores

NETHERLANDS—Miscellaneous ores; all kinds, for crushing, grinding, screening, selecting, drying, etc. Exclusive agency and/or joint venture. N. V. Nederlandse Erts- & Mineraalbewerking N.E.M., Correspondence address: 47 Grasweg, Amsterdam. WTD 5/13/66.

151 General building contractors

● **IRAQ**—Deadline extended from July 31 to Sept. 3 on the construction of three pumping stations and subsidiary sewers in Baghdad's Karrada Peninsula. Supply and lay 46 miles of 9-12 in. dia. precast concrete pipes and short lengths for smaller diameter sewers plus all manholes. Pumping station includes delivery 3 units and erection. (INTERNATIONAL COMMERCE, May 23, p. 38). Tenders No. 8B, Subsidiary Sewers and Area Pumping Station; Sub-Contract No. M1 of No. 8B is for Pumping Plant. Documents and drawings available for $140 per set from Directorate General of Sewerage Board, Ministry of Municipalities and Works, Baghdad or (consulting engineers) Messrs. John Taylor & Sons, Artillery House, Artillery Row, London, S.W.1, England. One set of two books excluding drawings may be examined only (not for loan) in the U.S. Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C.

195 Small arms

IRAQ—Automatic and double barrel shotguns. Hassan Salami (importer, wholesaler, retailer), Mohammed Naji Al-Khidairy Bldg., Rashid St., Baghdad. WTD 7/9/66.

196 Small arms ammunition

IRAQ—Shotgun shells, all kinds. Hassan Salami (importer, wholesaler, retailer), Moham-

med Naji Al-Khidairy Bldg., Rashid St., Baghdad. WTD 7/9/66.

201 Meat products

★★ BRITISH GUIANA—Trade Mission

Pickled meats in brine (bulk barrels). Cho Chin Co. (importer, commission agent), 3 Lombard St., Georgetown. WTD 7/11/66. TM 8.

SURINAM—Beef in brine (navels) in barrels of 100 and 200 lb.; pork tails in brine, in barrels of 100 and 200 lb. Chin Ten Foek (importer, wholesaler, retailer), Lelydorp 1. WTD 7/5/66.

203 Canning, preserving foods

★★ BRITISH GUIANA—Trade Mission

Canned food products, all kinds. Cho Chin Co. (importer, commission agent), 3 Lombard St., Georgetown. WTD 7/11/66. TM 8.

HONDURAS—Tomato paste, olives, pickles, cherries, cocktail onions, capers, sardines. Charles C. Certosimo (American Agencies) (manufacturers' representative), P.O. Box 17, Tegucigalpa. WTD 7/7/66.

SURINAM—Sardines (herrings) in tomato sauce, oval tins; sardines in olive oil (or substitute) oval tins. Direct purchase and agency. Chin Ten Foek (importer, wholesaler, retailer), Lelydorp 1. WTD 7/5/66.

204 Grain mill products

HONDURAS—Oatmeal and other cereals, cake mixes. Representation for Honduras on commission basis. Charles C. Certosimo (American Agencies) (manufacturers' representative), P.O. Box 17, Tegucigalpa. WTD 7/7/66.

SURINAM—Peas, split—green—50 lb. bags; peas, split—yellow—50 lb. bags. Direct purchase and agency. Chin Ten Foek (importer, wholesaler, retailer), Lelydorp 1. WTD 7/5/66.

209 Food preparations

GERMANY—Finished food products, semi-finished food products and raw food materials for conversion into food products; c.i.f. European ports. Peter Jans (wholesaler, agent, importer), 9 Stadtgarten, 415 Krefeld. WTD 6/27/66.

220 Textile mill products

SPAIN—Artificial and synthetic fabrics for manufacturing women's and men's raincoats and topcoats. Requests quotations and samples of material. Rekor, S.A. (importer, wholesaler), Juan Bravo 28, Madrid (6). WTD 7/8/66.

222 Broad woven fabric mills, manmade fiber, silk

NEW ZEALAND—Upholstery fabrics, including moquettes, and tapestries. Company interested in sole agencies for New Zealand; c.i.f. quotes and samples. C. & J. Bayldon Ltd. (importer, wholesaler, exporter), P.O. Box 1299, Auckland, C.1. WTD 6/17/66.

224 Narrow fabrics, other smallwares mills

GERMANY—Cotton and synthetic materials for the production of shirts, blouses and dresses. Requests replies with price quotations c.i.f. Hamburg. Agency representation or direct purchase. Horst Gericke (agent), 14 Quellerstrasse, 4803 Steinhagen. WTD 7/6/66.

225 Knitting mills

BELGIUM—Knitwear for women; i.e. dresses, blouses and other garments. Etablissements Christian Coling (importer), 626 Avenue Houba de Strooper, Brussels. WTD 7/7/66.

TRINIDAD—Full-fashioned and seamless nylon hosiery. Direct purchase and agency. Quesnel & Fernandez Ltd. (importers, wholesalers, manufacturers' representatives, distributors), P.O. Box 18, Port of Spain. WTD 10/26/65.

227 Floor covering mills

FRANCE—Moquettes of all categories and sizes, including wall-to-wall carpets (wool, nylon, etc.), in various colors; floor covering material such as rugs, mats, mattings; inlaid vinyls and plastic floor tiles. Request replies in French. Compagnie Internationale de Specialites (dealer), 19 Rue des Puits-Clos; 31-Toulouse, Haute-Garonne. WTD 7/15/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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232 Men's, youths', boys' furnishings

SURINAM—Men's and boys' underwear; shorts and singlets, tropical type. Direct purchase and agency. Chin Ten Foek (importer, wholesaler, retailer), Lelydorp 1. WTD 7/5/66.

233 Women's, misses', juniors' outerwear

BELGIUM—Women's coats, two-piece suits, woven fabrics. Etablissements Christian Coling (importer), 626 Avenue Houba de Strooper, Brussels. WTD 7/7/66.

238 Apparel, accessories

BELGIUM—Raincoats and other new waterproof garments for women. Etablissements Christian Coling (importer), 626 Avenue Houba de Stropper, Brussels. WTD 7/7/66.

240 Lumber, wood products

GERMANY—Cut lumber; pitch-pine, yellow pine, carolina-pine, douglas fir, redwood, red cedar, hemlock; quotations c.i.f. Bremen. Requests replies in German. Adolf Schuett & Cie. GmbH. (importer, wholesaler), Holzimport-Holzgrosshandel, Postfach 745 or 16 Hindenburgstrasse, 4902 Bad Salzuflen. WTD 6/14/66.

242 Sawmills, planing mills

FINLAND—Flooring materials, acoustic ceiling materials, decorative panels. Requests full details, price lists, terms. Direct purchase or agency. Kaukomarkkinat Oy (importer, agent), Fabianinkatu 9-11, P.O. Box 13005, Helsinki 13. WTD 4/26/65.

GERMANY—All kinds of lumber, in particular red pine (Carolina pine), Oregon pine, California redwood, hemlock. Philipp Mohr G.m.b.H. (importer, manufacturer), Holzimport, 68 Mannheim, Fruchtbahnhofstrasse 8-12. WTD 6/30/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FINLAND—Flooring materials, decorative paneling. Requests full details, price lists, terms. Direct purchase or agency. Kaukomarkkinat Oy (importer, agent), Fabianinkatu 9-11, P.O. Box 13005, Helsinki 13. WTD 4/26/65.

244 Wooden containers

TRINIDAD—Shooks and staves made of wood. Direct purchase and agency. Quesnel & Fernandez Ltd. (importer, wholesaler, manufacturers' representatives, distributors), P.O. Box 18, Port of Spain. WTD 10/26/65.

249 Wood products

BELGIUM—Frames, metal and wood for mirrors. Agency and/or direct purchase. Miroiteries de Charleroi S.A. (importer, manufacturer), 54 Rue de Chatelet, Marchienne-au-Pont. WTD 6/29/66.

FINLAND—Flooring materials. Requests full details, price lists, terms. Direct purchase or agency. Kaukomarkkinat Oy (importer, agent), Fabianinkatu 9-11, P.O. Box 13005, Helsinki 13. WTD 4/26/65.

251 Household furniture

BELGIUM—Cabinets for bathrooms, wood or metal. Agency and/or direct purchase. Miroiteries de Charleroi S.A. (manufacturer, importer), 54 Rue de Chatelet, Marchienne-au-Pont. WTD 6/29/66.

259 Furniture, fixtures

FINLAND—Equipment and fixtures for stores, shops, restaurants, hotels. Oy Transinventa Ab (importer), P.O. Box 10703, Helsinki 10. WTD 1/27/66.

261 Pulp mills

HONG KONG—Condensed sulfite, sulfate, and kraft paper pulp, suitable to mix with cotton wastes for production of newsprint, printing, and writing papers. Samples and quantity prices quoted c. & f. Hong Kong requested. Alexandra, James & Co., Ltd. (importer, exporter, wholesaler, manufacturer), G.P.O. Box 735, Hong Kong. WTD 6/28/65.

264 Converted paper products

SWEDEN—All kinds of wallpaper. Direct purchase or agency. AB Kabergs Tapetfabrik (importer, wholesaler, retailer, manufacturer), Box 431, Stockholm 1. WTD 7/8/66.

273 Books

BRAZIL—Technical books in English on engineering, physics, chemistry, mathematics, architecture, psychology, economics, administration, teacher training and English teaching. Direct purchase or preferentially exclusive distribution. Ao Livro Tecnico S.A. (wholesaler, distributor, retailer), Caixa Postal 3655, Rio de Janeiro ZC-00. Avenida Rio Branco 81, 12°

andar, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/8/66.

281 Industrial chemicals

GERMANY—Fine chemicals for the pharmaceutical and cosmetics industry. Th. Geyer K.G. (manufacturer, importer, exporter), 7 Stuttgart-W, Lindenspuerstrasse 15B. WTD 7/5/66.

282 Synthetic materials

BRAZIL—Resins and catalysts for binding fiberglass. Exclusive representation. RIP Representacoes Importacao e Promocao Ltda. (agent, representative), Rua das Marrecas 36-A, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 7/14/66.

FINLAND—Yarns and fibers of synthetics such as polyamides, acrylics, polyesters, polypropylene. Suomen Koneliike Oy (importer, distributor, retailer), Vattuniemenkatu 27, Helsinki 20. WTD 9/30/65.

Polyethylene and polypropylene resins for extrusion coating of paper. Direct purchase or agency. Jana Oy (agent), Kluuvikatu 8, P.O. Box 10437, Helsinki 10. WTD 12/9/64.

283 Drugs

FRANCE—Crude or basic chemical products and raw ingredients suitable for use in manufacturing household and agricultural insecticides of various types and formulas. Direct purchase and agency. Requests replies in French. Laboratories Saky (manufacturer, wholesaler), 46 Rue Delphin-Loche; 33- Begles, Gironde. WTD 7/6/66.

● **IRAQ**—A wide variety of medicinal chemicals, mostly in grams and kilograms; laboratory supplies. Bendect-solution quantitative; sodium carbonate; dextrose; sodium pyrovate; magnesium chloride; potassium carbonate; tetanus chloride; ascorbic acid tablets; other medicinals. Miscellaneous items such as empty screw bottles of 1 oz.; empty medical bottles of 1, 2 and 12 oz.; paraffin wax; cork, sizes 3 and 7. Laboratory supplies: microscope slides, cover slides 22m/m, polythane bags for pills and specimen jars, size 20. Tender No. Medical/6/1966, bid deadline Sept. 10. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3394).

JAPAN—Pharmaceutical prime materials and specialties including anti-infection agents, biological preparations and pharmacodynamic agents. Preference for newly patented products. Chemia Boeki Kabushiki Kaisha (importer), Shin Dai-Ichi Bldg., 8 Nihonbashi Tori 3-chome, Chuo-ku, Tokyo. WTD 7/12/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FINLAND—Automotive polishes, rust preventatives, rust removers, etc. Requests full details, price lists, terms. Direct purchase or agency. Akmo Oy (importer, wholesaler), Bulevardi 28, Helsinki 12. WTD 5/6/65.

GERMANY—Cosmetics (specialties), toilet preparations. Direct purchase and agency. Siegfried Thoenig—l'orient-cosmetic G.m.b.H. (importer, exporter, manufacturer), 777 Ueberlingen/Bodensee, Gradebergstrasse 24. WTD 6/29/66.

287 Agricultural chemicals

IRAN—Lead P.B. 99.94% meeting DIN 1719 (with arsenic trace), c. & f. price per metric ton. Mr. Jahangir Iravani (importer), P.O. Box 1960, Tehran. WTD 4/27/66.

● **NIGERIA**—DDT, 75% W.P., 20 long tons, WHO/SIF/1-R2 specifications. Tender No. NNTB 41/66-67, bid deadline Sept. 10. The Secretary, Tender Board, Ministry of Finance, P. M. B. 2008, Kaduna; sealed envelopes should state on outside "DDT for Veterinary Tsetse Control".★ (Telephone: 202-WO 7-3910).

291 Petroleum refining

● **GREECE**—Lubricating oil, 500 metric tons, (estimated value $100,000). Tender No. B/543/66, bid deadline Aug. 24. Specification MIL-L-9000 E for Greek Navy. Ministry of Commerce, State Purchases Directorate B, 50-Socratons St., Athens.★ (Telephone: 202-WO 7-2355).

ITALY—Lubricating oils and greases for automobiles. Vincenzo Floridia (distributor), Via Marchese di Villabianca 181, Palermo. WTD 7/5/66.

307 Plastic products

TRINIDAD—All types of plastic household ware such as cups and saucers, plates, containers. Direct purchase and agency. Quesnel & Fernandez Ltd. (importers, wholesalers, manufacturers' representative, distributor), P.O. Box 18, Port of Spain. WTD 10/26/65.

311 Leather tanning, finishing

GERMANY—Chrome side upper leather, calf leather, horse hide leather, goatskin leather, sheep leather for the shoe, leather goods, leather garment, and furniture industries. Direct purchase and agency. Eugen Hartmann K.G. (importer, wholesaler, agent), 7 Stuttgart, Augustenstrasse 121. WTD 7/12/66.

322 Glass, glassware

TRINIDAD—All types of plain and decorated glassware for household use. Direct purchase and agency. Quesnel & Fernandez Ltd. (importers, wholesalers, manufacturers' representatives, distributors), P.O. Box 18, Port of Spain. WTD 10/26/65.

327 Concrete, gypsum, plaster products

FINLAND—Acoustic ceiling materials, decorative panels. Requests full details, price lists, terms. Direct purchase or agency. Kaukomarkkinat Oy (importer, agent), Fabianinkatu 9-11, P.O. Box 13005, Helsinki 13. WTD 4/26/65.

329 Abrasive, asbestos, nonmetallic mineral products

BRAZIL—Fiberglass. Direct purchase and exclusive agency. RIP Representacoes Importacao e Promocao Ltda. (agent, representative), Rua das Marrecas 36-A, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 7/14/66.

FINLAND—Acoustic ceiling materials, decorative panels. Requests full details, price lists, terms. Direct purchase or agency. Kaukomarkkinat Oy (importer, agent), Fabianinkatu 9-11, P.O. Box 13005, Helsinki 13. WTD 4/26/65.

331 Steel mill products

● **IRAN**—Galv. wire, 400 kilometers (approximately 248 miles) required. Bid deadline Sept. 22. General conditions available only in the Persian language. It is suggested, therefore, that interested U.S. companies pursue this tender through their agents in Tehran with Army Signals Dept., Headquarters of the Signal Corps, Jamshidieh, Tehran.

PAKISTAN—M.S. Sheets, 8′ x 4′, thickness 1/16″, 1/8″, 1/4″, 3/8″, 7/16″, pipes, cast iron, pressure (for water and other liquids) sizes 6″, 8″, 10″, 12″, dia. Pipes shall be of Type II "Push-on-Joints" laying length 18-20 ft., coated inside and outside with bituminous coating, packing (level) B loose. M.S. billets conforming to SAE-1022 or equivalent with size and chemical composition as follows: 2″ x 2″ x 15′ carbon 0.18 to 0.23%, 3″ x 3″ x 15′ manganese 0.70 to 1.00%, sulphur 0.05% max., phosphorous 0.04% max., tensile straight 28 tons minimum per square inch. M.S. black sheets rolled to ASTM-A/415/58 oiled, annealed and stress relieved in bare bundles of 6,000 lb. or less in sizes 8′ x 2′ x 13 AWG; 4′ x 2′ x 2¾ AWG; (13); 8′ x 2′ x 7½ x 12 AWG. Pig iron conforming to ASTM-A/43/60 Grade M-17 chemical composition as follows: Silicon 2.01 to 2.25%; manganese 0.76 to 1.00%; phosphorous 0.101 to 0.30%; sulphur 0.05% max. per ton. Steel wire: nails wire ms round shank 2″ x 14 SWG BS 1202: 1952; tacks copper 0.4″ long; pins keep split ms 14 SWG x 1-½″ long (overall length); pins keep split ms bright 3/16″ x 1½″ (U eye), tacks copper cut ½″ long; nails wire ms round shank ¾ x 16 G; wire aluminium steel cored size 6/0.186; galvanized iron wire No. 6 SWG; galvanized iron stay wire No. 7/10 and 7/8 SWG. Lead pig. Poles, steel, tubular, seamless, with cap and base plate 36′, top dia. 4″, middle dia. 5″, bottom dia. 6″; cap and base plate 40′, dia. 4″ x 5″ x 6″ and cap and base plate 42′ long size 6⅝″ x 7⅝″ x 8⅝″.

● **SUDAN**—Cotton ties, cold rolled, blued, 18 mm. wide, 1 mm. thk.; 2,380 mm. long; 1,000 tons required. Tender for Supply of Bailing Hoops, bid deadline Aug. 31. Assistant General Manager Supplies, Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-2363).

THAILAND—Waste waste tinplates, tin mill black plate rejects and mild steel sheets; c.i.f. price quotations preferred. A. K. H. Vasi & Co., Ltd. (importer, exporter), 184-186 Rajawongse Rd., Bangkok. WTD in preparation.

Electrolytic tinplate waste, waste grade; requests c.i.f. prices. Kiang Huat R.O.P. (importer, exporter, manufacturer), 548-552 Siphya Rd., Bangkok. WTD 2/7/63 under revision.

VENEZUELA—Stainless steel in sheets, rods, tubing and other forms. Direct purchase and agency. Requests replies in Spanish. Comercial Nunez (importing distributor), Calle Santa Ana (frente Granja Arroyo), Boleita, Caracas. (Apartado 5807 Chacao) WTD 6/28/66.

342 Cutlery, hand tools, general hardware

FINLAND—Automotive handtools, garage tools. Requests full details, price lists, terms. Direct purchase or agency. Akmo Oy (importer, wholesaler), Bulevardi 28, Helsinki 12. WTD 5/6/65.

GERMANY—Ductless range hoods of metal for kitchens; magnetic door snaps of metal, price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Direct purchase and agency. Winkelmann & Kobusch KG. (manufacturer, wholesaler, exporter), 45 Hansastrasse or Postfach 26, 49 Herford. WTD 7/8/66.

● **IRAN**—Supply of 11,000 pieces of picks, forks, and shovels. Tender No. 596 and 597/45, bid deadline Oct. 22. Ministry of Roads,

Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5589).

TRINIDAD—All types of carpenters' hand and edge tools, except machine tools. Direct purchase and agency. Quesnel & Fernandez Ltd. (importer, wholesaler, manufacturers' representatives, distributor), P.O. Box 18, Port of Spain. WTD 10/26/65.

VENEZUELA—Hardware for commercial refrigeration and cold storage, such as hinges, door handles, locks, bolts, for distribution to assemblers and fabricators of refrigeration equipment. Requests replies in Spanish. Comercial Nunez, C.A. (importer, distributor), Calle Santa Ana (frente Granja Arroyo), Boleita, Caracas. (Apartado 5807 Chacao) WTD 6/28/66.

343 Heating apparatus, plumbing fixtures

● **KENYA**—Procurement of following stores: (a) vitreous china sanitary ware: 800 water closet suites; 100 urinal ranges; 300 washhand basins; 100 sinks; (b) stainless steel ware; 900 circular bowls and 300 sinks with drainers; (c) laboratory fittings; 450 vulcathene sinks and 2,000 r. ft. vulcathene waste pipe; (d) steam equipment: 25 automatic oil fired steam boilers and 150 steam jacketed boiling pans. Tender ref. No. Education Project: Procurement. No bid deadline specified. Stores Superintendent, Ministry of Works, Communications and Power, Supplies Branch, P.O. Box 30346, Nairobi. Copy of tender notice only.★ (Telephone: 202-WO 7-3601).

344 Fabricated structural metal products

● **KENYA**—Stores supply of approx. 4,500 windows: Z type casement in sizes between 4′ x 2′ and 4′ x 5′. Tender ref. No. Education Project: Procurement. No specified bid deadline. Stores Superintendent, Ministry of Works, Communications and Power, Supplies Branch, P.O. Box 30346, Nairobi. Copy of tender notice only★ (Telephone: 202-WO 7-3601).

345 Screw machine products

● **IRAN**—Supply of 57 tons of anchor clips for U-33 heavy duty rail. Tender No. 164-A/45, bid deadline Oct. 23. Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-5589).

● Supply of 374 tons of bolts and nuts for fishplate, spring washers, and bolts and nuts for adjustable clips for U-33 heavy duty rail. Tender No. 164, 165, & 166-F/45, bid deadline Nov. 2. Ministry of Roads, Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Supply of 100,000 brass screws, 100,000 brass washers, 100,000 brass nuts to be used for dry battery terminals. Tender No. PROD./4-966, bid deadline Sept. 27. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

348 Fabricated wire products

GERMANY—Card clothing wire, in particular for spinning mills. Direct purchase and agency. G. Anton Seelemann & Soehne (importer, manufacturer), 7261 Oberhaugstett, Kreis Calw. WTD 6/29/66.

349 Fabricated metal products

BELGIUM—Permanent magnets for household use. Direct purchase or agency. Etablissements Caplast (manufacturer, wholesaler), 27 Avenue Burvenick, Wemmel. WTD 7/8/66.

TRINIDAD—Galvanized pipe fittings. Direct purchase and agency. Quesnel & Fernandez Ltd. (importer, wholesaler, manufacturers' representative, distributor), P.O. Box 18, Port of Spain. WTD 10/26/65.

352 Farm machinery

FRANCE—Farm machinery, such as light-duty tillage equipment, wheel-type and other; cultivators and rotary hoes ("Houes-Bineuses") wing and diskhoes subsoilers; harrowplows; reapers; stubble-plows; related agricultural implements and attachments. Also lawn-mowers of all types and attachments. Agency and direct purchase. Marcel Ayroles, Ets. (dealer), 316 Avenue des Etats-Unis; 31-Toulouse, Haute-Garonne. WTD 10/4/65.

353 Construction, mining, materials handling machinery

● **BURMA**—104 pneumatic picks for ripping and trimming granite rock in development drives and cross cuts complete with four tapered and four parallel steel points. Approximate specifications: cylinder bore—1.29/64″, piston stroke—5⅛″, No. of piston blow/min—1750, wt. of machine—19 lb., length overall with steel point—19″, average weight of steel—3 lb., air consumption at 60 psi-30cfm, size of air hose—¾″, control—trigger control, plus parts for two years' operation. Tender No. 7/66-67, bid deadline Sept. 10. Deputy Director General (Procurement), Mineral Development Corp. 243/251 36th St., Rangoon.

GERMANY—Construction, excavating and maintenance machinery of all kinds; also parts and accessories. Requests price quotations c.i.f. Rotterdam. Fred Glesius (wholesaler, distributor, importer), 3 Am Fallhammer, 4 Duesseldorf-Hafen. WTD 7/6/66.

PAKISTAN—Crawler tractors with cable controlled bulldozers: engine hp.—not less than 213 @ governed flywheel speed rating; drawbar hp.—not less than 180; heavy duty diesel engine of developing 213 hp. Drawbar pull @ 1.2. mph—not less than 47,000 lbs.; travel speed—6 forward and 6 reverse speeds; track—length of track gauge—114″ minimum, gauge width 78″ minimum. Flat bed trucks 5 tons capacity; drive type—R.H.D. 4 x 2; G.V.W.—not less than 22,000 lb. Pay load—5 tons. W. Base—not less than 157″; Cab—all steel with safety glass, foam-rubber-padded full width adjustable seat, labelled control knobs. Clutch—hydraulic control, single plate, dry disc. Transmission—4 or 5 speeds forward and one reverse. Brakes—hydraulic. Tires—size 9.00-20-12 ply. Grouting machine portable 6 oft capacity. Tandem tire self propelled vibratory road roller: static equivalent compaction 20 tons or more. Engine 30 BHP minimum multicylinder water/air cooled suitable for tropical climate as per BSS 649. 2000 VPM to 3000 VPM minimum. Distribution of weight: front roller 12,000 kgs, 11kg/cm (minimum); rear roller 3,300 kgs 30 kg/cm (minimum); travelling velocity 875 to 3.25 km/(minimum); engine speed 1,500 RPM to 1,800 RPM developing 30 BMP. Wellman Corp. (importing distributor), 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

SWEDEN—Mining machinery, loading machinery for mines and mining supplies. Grangesbergs Industrivaru AB (importer, manufacturer, exporter), Grangesberg. WTD 7/8/66.

● **TURKEY**—28 mobile mounted ¾ cu. yd., 20 ton, combination crane-draglines, class 10/65. Qualification certificates will be issued to selected applicants prior to issuance of bidding specifications. Interested firms should apply to DSI with latest specifications and descriptive brochures and information on how long model has been in production, how many units produced to date (with capacities), production within last 3 years, (quantities, years and capacities) number of units produced in 1966 to date of this notice; countries where sold (years, quantities, sizes). If sold in Turkey, buyers, quantities and capacities. Deadline for eligibility application Aug. 27. DSI Genel Mudurlugu, Makina Ve Ismal Dairesi Baskanligi, Etlik, Ankara.

● One mobile drill rig, truck mounted, reverse circulation, rotary type, complete with accessories, 18″ through 60″ dia. holes, min. 450 ft. depth, mounted on heavy duty tandem axle diesel engine, preferably tubular, telescopic derrick, truck engine to run the pump, drilling rig diesel to run rotary table and draw works. Tender No. 66-16T-72, bid deadline Aug. 30. Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Eitlk, Ankara. English translations of terms and specifications available from above free of charge.

354 Metalworking machinery

FINLAND—Automotive maintenance equipment. Requests full details, price lists, terms. Direct purchase or agency. Akmo Oy (importer, wholesaler), Bulevardi 28, Helsinki 12. WTD 5/6/65.

● **IRAN**—14,000 mechanical and manual sleeper piercing drills, various sizes and quantities. Tender No. 532 & 543/45, bid deadline Oct. 16. Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5652).

TRINIDAD—Machine shop tools and equipment including small utility lathes. Direct purchase and agency. Wilson & Johnstone Ltd. (importer, manufacturers' representative), 44/46 South Quay, Port of Spain. WTD 3/28/66.

VENEZUELA—Machine tools for the manufacture of industrial dies; 110/220 v; 50/60 cycles. Requests replies in Spanish. Comercial Nunez, C.A. (importer, distributor), Calle Santa Ana (frente Granja Arroyo) Boleita, Caracas. (Apartado 5807 Chacao). WTD 6/28/66.

355 Special industry machinery

BELGIUM—Silvering conveyors, grinding machines, polishing, washing and beveling machines for mirror manufacturing plants. Agency and/or direct purchase. Miroiteries de Charleroi S.A. (importer, manufacturer), 54 Rue de Chatelet, Marchienne-au-Pont. WTD 6/29/66.

BRAZIL—Fiberglass making machinery. Direct purchase and exclusive agency. RIP Representacoes Importacao e Promocao Ltda. (agent, representative), Rua das Marrecas 36-A, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 7/14/66.

★★ **BRITISH GUIANA—Trade Mission**

Brick making equipment including lamps, infra-red ovens and driers, hand operated presses and overhead cable conveyor. Willems Timber & Trading Co., Ltd. (manufacturer), 7 Waterstr., Werk-en-Rust, Georgetown. WTD 7/12/66. TM 33.

● **IRAN**—Supply of complete mixing equipment for hospital use, with a tank capacity of about 350 lb. Tender No. 407/45, bid deadline

Oct. 4. Ministry of Roads, Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Complete pipe making machinery with accessories for culvert pipes. Tender No. 9495, bid deadline not specified. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad.★ (Telephone: 202-WO 7-5589).

TAIWAN—Pressing machine for washable apparel. Asiatic-European Enterprises (Taiwan) Ltd. (importer, exporter, agent), P.O. Box 428, Taipei. WTD in preparation.

356 General industrial machinery

BRAZIL—Painting equipment for shipyards and industrial use; paint sprayers, especially "Airless Spray"; sprayers for fiberglass preform and spray-up operations. Direct purchase and exclusive agency. RIP Representacoes Importacao e Promocao Ltda. (agent, representative), Rua das Marrecas 36-A, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 7/14/66.

● **JORDAN**—Supply of two, 340 CFM capacity, compressors and related accessories for refinery instruments. Tender No. 30/6, bid deadline Aug. 30. Jordan Petroleum Refinery, P.O. Box 1079, Amman.★ (Telephone: 202-WO 7-5589).

● **LIBYA**—Supply and erection of main pumps for sewage station in town of Barce (planned population about 20,000). Bid deadline Sept. 14. Tender documents available for $84 from The Barce Reconstruction Organization, 55 Omar Mukhtar St., Benghazi.

358 Service industry machines

BRAZIL—Gas compressors for air conditioning and refrigeration systems; complete air conditioning systems for domestic and commercial use. Assembler desires to import for own use and to act as a representative. ARB Refrigeracao Ltda., Rua Marechal Cantuaria 158, Rio de Janeiro ZC-82, Estado da Guanabara. WTD 7/13/66.

FINLAND—Vending machines. Oy Transinventa Ab (importer), P.O. Box 10703, Helsinki 10. WTD 1/27/66.

HONDURAS—Ice-cream freezers, commercial type, table and floor models—representation for Honduras on commission basis. Charles C. Certosimo (American Agencies), P.O. Box 17, Tegucigalpa. WTD 7/7/66.

● **SUDAN**—Supply of 19 window/wall type air conditioning units, with a capacity of not less than 15,000 BTU's/hour. Tender No. 3549, bid deadline Sept. 19. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Parts for large and small industrial and commercial refrigeration equipment (condenser units, copper refrigeration tubing, refrigeration equipment accessories for soda fountains). No complete units; for distribution to assemblers and fabricators of refrigeration equipment. Requests replies in Spanish. Comercial Nunez C.A. (importer, distributor), Calle Santa Ana (frente Granja Arroyo), Boleita, Caracas. (Apartado 5807 Chacao). WTD 6/28/66.

Soda fountain accessories and equipment. (No refrigeration, sinks, furniture, bars). Requests replies in Spanish. Comercial Nunez, C.A. (importing distributor), Calle Santa Ana (frente Granja Arroyo), Boleita, Caracas. (Apartado 5807 Chacao). WTD 6/28/66.

361 Electric transmission, distribution equipment

FINLAND—Automotive electric instruments. Requests full details, price lists, terms. Direct purchase or agency. Akmo Oy (importer, wholesaler), Bulevardi 28, Helsinki 12. WTD 5/6/65.

● **KOREA**—Supply of electric indicating recording and totalizing meters of the venturi type, pressure reducing valves, check valves, and air valves to be installed in industrial water works. Tender No. KFX-6119-N, bid deadline Aug. 23. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● **THAILAND**—Three items of kilowatt hour meters, single phase, two-wire, 220 volts, a.c., 50 cycles: 37,500 each of 5(15) amps.; 3,750 each of 15(45) amps.; 82,500 each terminal adapter for use with above. Tender No. MEA-PSD-053, bid deadline Sept. 8. The Metropolitan Electricity Authority, Watlieb, Chakrapetch Rd., Bangkok.★ (Telephone: 202-WO 7-2939).

● Supply of 3,447 units watthour meters and watthour demand meters for single phase and triple phase with various capacity ranges. Tender No. MEA-PSD-051, bid deadline Sept. 6. Specifications may be purchased for $1 per set at the Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok.

TRINIDAD—Testing equipment and measuring instruments. Direct purchase and agency. Wilson & Johnstone Ltd. (importer, manufacturers' representative), 44/46 South Quay, Port of Spain. WTD 3/28/66.

362 Electrical industrial apparatus

● **KENYA**—Stores supply of electric generators: approx. 35-240 v., capacity 15 to 25 k.w. Tender ref. No. Educational Project: Procurement. No specified bid deadline. Stores Superintendent, Ministry of Works, Communications and Power, Supplies Branch, P.O. Box 30346, Nairobi. Copy of tender notice only.★ (Telephone: 202-WO 7-3601).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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363 Household appliances

FINLAND—Electrical household appliances, excluding ice boxes and washing machines. Requests full details, price lists, terms. Tam-Trading Oy (commission agent), Vuorikatu 20, Helsinki 10. WTD 11/26/65.

FRANCE—Electrical household appliances and apparatus of all categories (a.c., 110 and 220 volts, 50 cycles), such as: dish- and laundry-washing machines; refrigerators and freezers; vacuum cleaners; food mixers and toasters; cooking ranges; coffee-grinders; kitchen devices and new gadgets. Agency. Potential direct importers. Societe Electro-Midi (sales agent, dealer), 87 Rue Riquet; 31-Toulouse, Haute-Garonne. WTD 7/11/66.

IRAQ—Gas kitchen ranges, washing machines, water coolers, sewing machines, water heaters, household refrigerators, air coolers, air conditioners and other household appliances. Hassan Salami (importer, wholesaler, retailer), Mohammed Naji Al-Khidairy Bldg., Rashid St., Baghdad. WTD 7/9/66.

THAILAND—Completed line of window, center air conditioners and household refrigerators. Requests c.i.f. Bangkok price and exclusive agency. Bangkok Novelty Co. Ltd. (importer, wholesaler, retailer, manufacturers' representative), P.O. Box 352, Bangkok. WTD 9/29/65.

364 Electric lighting, wiring equipment

FINLAND—Automotive electric bulbs, head lights. Requests full details, terms, price lists. Direct purchase or agency. Akmo Oy (importers, wholesalers), Bulevardi 28, Helsinki 12. WTD 5/6/65.

FRANCE—Electric lighting and wiring equipment (110 and 220/380, a.c. 50 cycles) for residences, offices, and general industrial uses, including cables, lamps, fluorescent tubes and fixtures, bulbs, plugs, snap switches, circuit-breakers, current carrying and wiring devices, fittings, and related articles suitable for utilization in France. Agency. Potential direct importers. Societe Electro-Midi (dealer, sales agent), 87 Rue Riquet; 31- Toulouse, Haute-Garonne. WTD 7/11/66.

TRINIDAD—Domestic and commercial electric light fittings and wiring accessories such as plugs, switches, sockets, connectors. Direct purchase and agency. Wilson & Johnstone Ltd. (importers, manufacturers' representatives), 44/46 South Quay, Port of Spain. WTD 3/28/66.

365 Radio, television receiving sets

IRAQ—Television receiving sets, radios, transistor radios, magnetic tape recorders. Hassan Salami (importer, wholesaler, retailer), Mohammed Naji Al-Khidairy Bldg., Rashid St., Baghdad. WTD 7/9/66.

TRINIDAD—Tape recorders, players and accessories for use in automobiles. Direct purchase and agency. Leon J. Ache Ltd. (importer, wholesaler, retailer, agent), 100 Frederick St., Port of Spain. WTD 12/3/64.

367 Electronic components, accessories

FRANCE—Electronic devices, inductors, transformers, capacitors, switch parts, and related equipment, including miniature components and other new types of electronic devices. Agency, also potential importers. Societe Electro-Midi (sales agent, dealer), 87 Rue Riquet; 31- Toulouse, Haute-Garonne. WTD 7/11/66.

369 Electrical machinery, equipment, supplies

FINLAND—Starting motors and generators for automobiles, ignition apparatus, magnetos, spark plugs, etc. Requests full details, price lists, terms. Direct purchase or agency. Akmo Oy (importer, wholesaler), Bulevardi 28, Helsinki 12. WTD 5/6/65.

ITALY—Batteries for motor vehicles, especially passenger cars. Vincenzo Floridia (distributor), Via Marchese di Villabianca 181, Palermo. WTD 7/5/66.

● **TURKEY**—Supply of x-ray apparatus including portable microfilm radiography unit complete with 70 mm. green sensitive film cameras, gasoline driven air cooled generating

sets, and four wheel drive vehicles for mounting and transportation of units. Tender No. 6044-TSKD-5-66, bid deadline Aug. 25. Bidding specifications in English available at $6, including airmail charges, from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara.

371 Motor vehicles, motor vehicle equipment

FINLAND—Motor vehicle parts and accessories. Requests full details, price lists, terms. Direct purchase or agency. Akmo Oy (importer, wholesaler), Bulevardi 28, Helsinki 12. WTD 5/6/65.

GERMANY—Automotive auxiliary components, not originally fixed or delivered with vehicle such as mats, seat covers, car top bars, one unit roof carriers or luggage protectors, spotlights, novelty articles, etc. Articles must be of a kind that can be retailed in department stores, mail order houses, garages and filling stations. Firm eventually wishes to become sole importer of suitable articles for Germany and EEC countries. Method of freightage as per agreement. Direct purchase and agency. Karl-Eberhard Voight KG (manufacturer, exporter), 18 Peterstr., Postfach 225, 588 Luedenscheid. WTD 7/7/66.

THAILAND—Automotive spare parts and equipment; requests c.i.f. prices and catalogs. Direct purchase and agency. Siam Mercantile (1960) Co. Ltd. (importer, wholesaler, retailer), 117-117/1 Suriwongse Rd., Bangkok. WTD 6/14/66.

UGANDA—One mechanical diesel-powered sweeper-collector (left-hand drive) fitted with sprinkler unit (tank capacity at least 180 gallons) and capable of night operations. Collector tank capacity must be at least 4 cu. yd. Quotation should include 4 complete sets of brushes, and guarantee of spare sweeping/collector parts; 6 pedestrian operated vacuum type mechanical orderlies with a minimum of 2 ft. 6 in. width collection nozzle. Unit to be petrol fired (two gallon capacity) capable of being operated at 4,500 ft. above sea level. One dozen bags shall be supplied with each machine, and local supplies of spare bags must be guaranteed; requests descriptive brochure and price lists. The City Engineer, Kampala City Council (government agency), P.O. Box 210, Kampala.

374 Railroad equipment

● **IRAQ**—24 diesel locomotives for standard gauge line, 10 D E mainline locomotives, 10 D E shunting locomotives, 4 D E shunting mainline locomotives. Tender No. IRRS/G/IT/38/66. Bid deadline Oct. 31. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad. Worldwide tender, 2 quotations requested (1) cash price, (2) 8 years credit. Tender documents may be obtained from the Railways Treasury Accountant at the above address against payment of $140 which is unrefundable. Tender conditions, specifications and blueprints available for review only, not for loan, in Rm. 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Apparatus and equipment exclusively for medical laboratories; exclusive representation. Socil Comercio e Representacoes Ltda. (wholesaler, retailer, agent), Rua Pedro Americo 116-A, Rio de Janeiro ZC-01, Estado da Guanabara. Caixa Postal 2741, ZC-00, Rio de Janeiro. WTD 1/21/66.

FINLAND—Instruments, appliances and equipment for pharmacies. Requests details, price lists, terms. Oy Apta Ab (importer, distributor), Nilsiankatu 6-8, Helsinki 51. WTD 7/5/66 on Pharmacon Oy-Ab, Turku.

● **VIET NAM**—Supply of drafting equipment including, but not limited to, T squares, triangles, proportional dividers, rulers. Tender No. 2285-12076, bid deadline Aug. 24. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Air filter service indicators. Vokes Australia Pty. Ltd. (importer, exporter, retailer, wholesaler, manufacturer), P.O. Box 105, Rockdale, N.S.W. WTD 7/8/66.

384 Surgical, medical, dental instruments

● **TUNISIA**—Supply of surgical instruments and supplies including, but not limited to, radiology film, syringes, needles, bandages, gauze. Tender No. II, bid deadline Sept. 30. Bidding specifications in French. Correspondence preferred in French. Pharmacie Centrale de Tunisie, 51 Avenue Charles Nicolle, El Menzah, Tunis.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

SWEDEN—Cleats and related accessories for golf shoes. AB Broderna Bonving Skofabrik (importer, exporter, wholesaler, manufacturer), Nassjo. WTD 7/8/66.

TRINIDAD—All types of toys and games. Direct purchase and agency. Quesnel & Fernandez Ltd. (importer, wholesaler, manufacturers' representative, distributor), P.O. Box 18, Port of Spain. WTD 10/26/65.

396 Costume jewelry, novelties, buttons, notions

TRINIDAD—All types of imitation jewelry and novelties. Direct purchase and agency. Quesnel & Fernandez Ltd. (importer, wholesaler, manufacturers' representative, distributor), P.O. Box 18, Port of Spain. WTD 10/26/65.

399 Manufacturing industries

BELGIUM—Gift items in glass. Agency and/or direct purchase. Miroiteries de Charleroi S.A. (manufacturer, importer), 54 Rue de Chatelet, Marchienne-au-Pont. WTD 6/29/66.

FINLAND—Advertising equipment. Oy Transinventa Ab (importer), P.O. Box 10703, Helsinki 10. WTD 1/27/66.

Hair brushes. Requests full details, price lists, terms. Direct purchase or agency. Tam-Trading Oy (commission agent), Vuorikatu 20, Helsinki 10. WTD 11/26/65.

Flooring materials. Requests full details, price lists, terms. Direct purchase or agency. Kaukomarkkinat Oy (importer, agent), Fabianinkatu 9-11, P.O. Box 13005, Helsinki 13. WTD 4/26/65.

TRINIDAD—Lipstick holders of metal or a combination of metal and plastic. Pennon (Trinidad) Ltd. (manufacturer), P.O. Box 6, Port of Spain. WTD in preparation.

751 Automobile rentals, without drivers

● **SOUTH AFRICA**—Car hire agency sought by large, well established motor firm presently distributing U.S. line of cars. Contact: Currie Motors Ltd., P.O. Box 3781, Johannesburg.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

AUSTRALIA—Fishmeal, rice pollard, broken grain rice and soya bean meal, all for stockfood purposes. Sydney Produce Co. Pty. Ltd. (importer, exporter, wholesaler), 228 Belmont St., Alexandria, N.S.W. WTD 7/5/66.

264 Converted paper, paperboard products

ITALY—Paper, including newsprints, packing paper, cardboard, and paper products such as paper napkins, paper cups. Dr. Giuseppe Mercadante (manufacturers' agent), 4 Via Principe Belmonte, Palermo. WTD 7/5/66.

282 Synthetic materials

AUSTRALIA—Vinyl coated fabric and vinyl sheeting, suitable for manufacture of clothing. Holmesdale Pty. Ltd. (importer, wholesaler, agent), 299 Kent St., Sydney, N.S.W. WTD 9/29/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Toilet bowl cleaners, liquid window glass cleaners and other household cleaning products which can be sold by druggists. S.A. Etablissements J. De Cleene-Verheyen & F. Dupont (importer), 122 Chaussee de Louvain, Brussels. WTD 7/7/66.

301 Tires, tubes

DOMINICAN REPUBLIC—Tires and tubes for passenger cars and trucks. Seeks exclusive representation. Requests replies in Spanish. Recauchadora Herco (importer, wholesaler, retailer), Avenida Maximo Gomez No. 124, Santo Domingo. WTD in preparation.

322 Glass, glassware

NEW ZEALAND—Glassware for undergradu-

ate and graduate school laboratories. Thomas Hyde Ltd. (importer), 435 St. Asaph St., Christchurch. Attn: Mr. D. N. Potts, Sales Director. WTD 5/18/65.

329 Abrasive, asbestos, nonmetallic mineral products

PHILIPPINES—Fiberglass insulation for air conditioning systems. Mr. B. J. Buhain, Buyer, Procurement Dept., Engineering Equipment, Inc. (importer, wholesaler, indentor, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Marine hardware and accessories, e.g. marine lights, speedometers, barometers, bailers, ammeters and volt meters, blocks and pulleys, boat hooks, buoys and markers, direction finders, gauges, lights, indicators, riggings and fittings, survival kits, and winches. Austin Marine (wholesaler, retailer), P.O. Box 13, Zillmere, Brisbane, Queensland. WTD 9/10/65.

GERMANY—Spiral ratchet screwdrivers; clamp type "double" screwdrivers, type which snaps screw into place and holds while screwing. Do-it-yourself power tools. Freightage costs as per agreement. Tilly & Mebus (manufacturer, exporter), Postfach 465, 563 Remscheid-Luettringhausen. WTD 7/7/66.

351 Engines, turbines

ITALY—Outboard motors up to an output of 30 hp. S.E.V.A.R. (Servizio Europeo Vendita Auto Ricambi) (dealer), Via Villaermosa 20, Palermo. WTD 7/5/66.

352 Farm machinery

AUSTRIA—Farm machinery, other than tractors, for small and medium-size farms. Motonavi Fahrzeugvertrieb G. Perl Kommanditgesellschaft (importer, wholesaler, manufacturers' representative), Mariahilferstrasse 88a, A-1070 Vienna. WTD 4/8/66.

BELGIUM—Rotary mowers, riding mowers, power reel mowers and silent hand reels. Exclusive agency. Ets. Joseph Paulus, S.P.R.L. (importer, manufacturer), 12 Place Roggeman, Dison-Verviers. WTD 4/21/66.

GREECE—Mixers—farm feed type; feed grinders and crushers. Exclusive agency. Requests descriptive literature and price quotations. Christos Samaras, Commercial Agent, 66 Menandrou St., Athens (102). WTD in preparation.

354 Metalworking machinery

SPAIN—Power-driven machine tools of all types. Exclusive agent. Guilliet Hijos y Cia, S.A. (manufacturers' agent), General Mola No. 15, Madrid (1). WTD 6/10/66.

358 Service industry machines

PHILIPPINES—Cooling towers for air conditioning systems. Mr. B. J. Buhain, Buyer, Procurement Dept., Engineering Equipment, Inc. (importer, wholesaler, indentor, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

362 Electrical industrial apparatus

PAKISTAN—Electric motors, fractional and above 30 hp. Independent Hardware & Tool Supply Co. (importing distributor), 55 Brandreth Rd., Lahore, West. WTD 6/30/66.

367 Electronic components, accessories

SWEDEN—DR-relays, silicon control rectifiers, semi-conductors such as diodes, transistors, and micro circuits, laminate for printed circuits. Monix (importer, wholesaler, sales agent), Klockartorpsgatan 22 C, Vasteras. WTD 7/12/66.

381 Engineering, laboratory, scientific, research instruments

NEW ZEALAND—Scientific laboratory equipment for undergraduate and graduate school levels including prepared microscope slides, physics equipment, molecular models, metallurgy and engineering school equipment, incubators, spectrometers, NMR and ESR equipment. Thomas Hyde Ltd. (importer), 435 St. Asaph St., Christchurch. Attn: Mr. D. N. Potts, Sales Director. WTD 5/18/65.

633 Fire, marine, casualty insurance

HONG KONG—Exclusive agency for marine, fire, vehicle, and general (except life) insurance. Wan Shing Co. (importer, retailer, wholesaler, exporter), 713 Li Po Chun Chambers, Hong Kong. WTD 5/10/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified

019 Commercial farms

GUYANA—Commission merchant and importer seeks agents to purchase anthurium; orchid plants and flowers. Charles Gonsalves, P.O. Box 663, 4 D'Urban and George St., Georgetown. WTD 4/23/65.

229 Textile goods

NEW ZEALAND—White wool tops, mainly in cheaper varieties of spinners types. Normal range comprises following qualities and types in dry-combined or in 1 to 3 percent oil: 58/60s, 58s, 56s and 52s super warp spinners; 58/60s spinners; 58s spinners (long); and 58s spinners. N. R. Parkes Ltd. (exporters), 141 Hereford St., Christchurch. WTD 7/12/66.

354 Metalworking machinery

SWEDEN—Company interested in finding an agent in Alaska only for their line of lathes—9" swing over bed up to 60". Brochure available on loan basis from Trade Opportunities Staff, BDSA-624, Room 4203, Department of Commerce, Washington, D.C. 20230. Storebro Bruks AB (importer, exporter, manufacturer), Storebro. WTD 10/12/65.

Iraq Trade List

Government Supply Contractors and Agents—Iraq, a new trade list published by the Department of Commerce is now available for $1.

The publication lists names and addresses of agents in Baghdad qualified to assist U.S. firms in dealing with the Government of Iraq.

Write: BIC-916, U.S. Department of Commerce, Washington, D.C. 20230 or any Department of Commerce field office.

U.S. suppliers who locate promising business leads offered by the Iraqi Government in INTERNATIONAL COMMERCE or COMMERCE BUSINESS DAILY will find a competent agent in Baghdad helpful in submitting bids and completing transactions there. Iraqi agents offer a wide range of services and advice to their foreign principals in all stages of the contract award process.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Herbert Treidel, Lobley, Treidel & Partners Pty. Ltd., 501 St. Kilda Rd., Melbourne, Victoria, **interested in mechanical services for buildings; requesting technical information.** Aug. 20 via San Francisco for three weeks. Itinerary: San Francisco c/o Hilton Hotel, Washington c/o Statler Hilton, New York c/o Statler Hilton. WTD in preparation.

Raymond Robert Wilson, Rayson Industries Pty. Ltd., 2a Duffy St., Burwood, Victoria, **interested in gas and oil domestic central heating; requesting technical information.** Aug. 20 via San Francisco for eight weeks. c/o Department of Commerce Field Offices en route. Itinerary: San Francisco; Los Angeles; Las Vegas; Chicago; Detroit; Charlotte, N.C.; Washington; Boston; others as necessary. WTD in preparation.

GERMANY—Otto Griese, representing Robert Starkow & Sohn, 47 Hagenerstr., Postfach 303, 582 Gevelsberg, **interested in visiting plants manufacturing protective clothing, particularly gloves, and plastic and rubber belts for industrial purposes.** Aug. 19 via New York for four weeks. c/o Raymon R. Hedden & Co., Contractors, Memorial Highway, Dallas, Pennsylvania 18612. Itinerary: New York; Detroit; Chicago; Buffalo; Hagerstown, Md. WTD 7/12/66.

ITALY—Dott. Angelo Venezia, representing Invex-Fili Isolati Speciali S.p.A., Quattordio (Alessandria), **interested in visiting U.S. firms in the electronic field to discuss possible business connections.** Aug. 10 via New York for two months. c/o Banco Nazionale del Levoro, 25 W. 51st St., New York, N.Y. Itinerary: New York, Chicago, Detroit. WTD under revision.

JAPAN—Teruhisa Katsuki, Deputy Director, Development Dept., Japan Oil Transportation Co. Ltd., 18 Marunouchi 2-chome, Chiyoda-ku, Tokyo, **interested in studying modern highway and rail bulk transportation methods, newly developed containers of plastic, fiberglass, synthetic rubber, and discussing technological licensing possibilities.** Aug. 21 via San Francisco for four weeks. c/o Japanese National Railways, 45 Rockefeller Plaza, New York, N.Y. 10020. Itinerary: San Francisco, Chicago, Buffalo, Boston, New York, Philadelphia, Washington, Cincinnati, Kansas City, Los Angeles, Honolulu. WTD in preparation.

NEW ZEALAND—Peter D. Bulgrew, Manager, Telecommunications Division, Pye Electronics Ltd., N.I.M.U. Buildings, corner Chancery and O'Connell Sts., or P.O. Box 2839, Auckland, **interested in electronic equipment, single side band communication equipment, video tape recorder equipment, microwave heating equipment, and in discussing possibilities for licensing agreements to manufacture above equipment in New Zealand.** Aug. 21 via San Francisco for seven days. Itinerary: Aug. 21-24 San Francisco c/o St. Francis Hotel, Powell and Geary Sts., Aug. 24-28 New York c/o Commodore Hotel, Lexington Ave. and 42nd St. WTD 5/31/66.

NICARAGUA—Roberto Morales Villareal, Camara Nacional de Comercio e Industrias de Managua, 4ta. Calle N. O. No. 405, Managua, **interested in contacting American Chambers of Commerce and requesting technical information on their organization.** June 15 via Miami for three months. c/o Room A-12, Mellon Hall, 16 Garden St., Cambridge, Mass. 02138. Itinerary: Washington, New York, New Orleans.

PHILIPPINES—Dr. Romeo D. Zamora, Rho Chemical Corp., P.O. Box 1701 or 1060 Dos Castillas, Manila, **interested in exclusive distributorships and/or agencies for raw materials for industrial chemical processing industries, industrial chemicals, and chemical specialties.** Aug. 1 via New York for six to seven weeks. c/o Anthony Ramundo, 1 Fuller Rd., Albany, N.Y. Itinerary: New York, cities in New Jersey and Connecticut, Aug. 13-20 Boston; Aug. 21-28 Albany, Syracuse, Buffalo; Sept. 1-7 Detroit, Chicago; Los Angeles. WTD 2/15/66.

THAILAND—Piya Siamwalla, Siam Educational Society, P.O. Box 2669 or 79 Pan Rd., Off Silom, Bangkok, **interested in direct purchase and agencies for professional encyclopedia, educational literature, biocosmetics, beauty gym equipment and accessories, business machines, and hotel and restaurant equipment and supplies.** Aug. 6 via Los Angeles for four weeks. c/o Mrs. Hester Tuzzo, 980 N. La Cienega Blvd., Los Angeles, Calif. 90045. Itinerary: Los Angeles Aug. 6-16, San Francisco Aug. 17-20, New York Aug. 21 to Sept. 6. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—The Australian Aluminium Co. Ltd. has decided to build its **aluminum smelter at Kurri Kurri,** about 25 miles west of Newcastle, in the Greater Cessnock coalfields area of the State of New South Wales.

The plant will have an initial capacity of 40,000 tons of aluminum a year and is expected to cost about $39.2 million, $14.5 million more than estimated when the company announced last December that it would build a smelter in the Newcastle area.

Australian contractors will begin construction of the new smelter next year with the object of bringing it into production in 1969. The plant will be financed mainly by the parent company, Alcan Aluminum Ltd. of Canada.

COLOMBIA—The Inter-American Development Bank announced the approval of a loan equivalent to $5.3 million to help build and equip a **new university campus** in Medellin. The University of Antioquia, the borrower, is the second largest university in Colombia.

The University will utilize the loan to build a new 48-hectare campus to replace its facilities which are currently scattered throughout the city of Medellin and are insufficient to take care of student needs.

Total cost of the project is $9,650,000. The loan will cover 55% of this cost, and the remainder will be provided by the University. The latter's contribution will be devoted to the purchase and preparation of the land for the campus and to part of the construction and equipment costs.

The Bank's loan will be devoted to the construction of buildings with a total area of about 100,000 square meters for the Institute of General Studies; the Schools of Economics, Education, and Engineering; a central library, an auditorium and an administration building; and to the purchase of office, laboratory, schoolroom, and building equipment.

SOUTH AFRICA (1 rand=$1.40)—Discussions with the various parties interested in a local source of electrolytic copper regarding the establishment of an **electrolytic refinery** have now been concluded and a refinery with an initial capacity of 45,000 short tons per annum is to be constructed at Phalaborwa. Cost of the refinery is estimated at nearly $10 million.

Process design has been and will continue to be the responsibility of Sele.tion Trust Ltd. who have also prepared estimates of the capital and operating costs of the refinery. Construction and procurement will be managed by Bechtel-W.K.E. (a joint venture consisting of Bechtel International Ltd. and Western Knapp Engineering Co.) under the supervision of Palabora Company. Construction work will begin immediately and it is anticipated that the refinery will be in operation in a little under two years' time.

The plant will consist of an electrolytic tank-house and wirebar casting facilities and will include some of the most modern features of refinery design. Capital costs are estimated at about R7 million and further sums will be required to finance copper in process.

Demolition of Johannesburg's historic Lister Building in Jeppe Street will begin in January, 1967, to make way for a **prestige medical and dental centre.** It will be 17 floors high and be completed in 1969 at a cost of approximately $5,320,000.

The project is being jointly financed and administered by the Professional Provident Society of South Africa and five of the Anglo American Corporation Group's pension funds. It is expected to be completed by April, 1969, but occupation of the lower floors will be possible some months earlier. The basement and two above ground parking levels will hold 240 cars, and two shopping levels, with 16,000 sq. ft. of retail space. Further information is available from the architects, 504 Shell House, Johannesburg.

VENEZUELA—The Ministry of Public Works has offered a consortium of three U.S. firms a contract as consultants for the preliminary work on a rapid transit system for Caracas. The firms, Parson, Brinckerhoff, Quade and Douglas; Alan M. Voorhus Associates; and Tudor and Bechtel, will assist the Ministry in route location, determination of service needs and selection of equipment.

The Ministry hopes to complete the design and engineering studies so that the construction contract may be awarded in 1967. The U.S. consortium probably will be retained in a supervisory capacity. Foreign financing will be sought for this $6.5 million project.

Quarterly summary ready

A quarterly summary of future construction projects, contract award stories, significant foreign government tenders and United Nations Development Fund projects published in the INTERNATIONAL COMMERCE and the COMMERCE BUSINESS DAILY during April, May and June 1966 is available to U.S. firms.

Write: U.S. Department of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes. These are:

I—Airports, Seaport, Railroad and Highway projects;

II—Hydro and Thermal Electric Plants & Irrigation projects;

III—Hospitals, Hotels & Housing projects;

IV—Industrial Plant projects, and

V—Comprehensive Development Projects and United Nations Development Fund.

Whenever possible, names of contact and responsible agencies are cited, as well as original publication dates.

A limited number of copies of earlier quarterly summaries are also available (IV Quarter 1965 and I Quarter 1966). Requests for these will be filled on a first-come basis.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Profiles—The Latin American Area. OBR 66-37. 26pp. This report presents individual one-page summaries of the diverse economies of 21 countries in the Latin American area.

The Export Market for Commercial & Institutional Food Service Equipment. OBR 66-38. 8pp. Sales areas and kinds of equipment which have the best sales potential are outlined for France, Germany, Italy, Japan, Sweden, and the U.K.

Selling in Lebanon. OBR 66-39. 10pp. Selling in Lebanon is relatively uninhibited by rigid quota or licensing controls and the exporter will find a ready and free market for U.S. goods. Selling tactics for this competitive market is outlined in the report.

Foreign Trade Regulations of East Africa (Kenya, Tanzania and Uganda). OBR 66-40. 8pp. The trade policy of these three nations comprising a de facto common market in East Africa are discussed.

***Iran: A Study of Development.* January 1966. Published by the Near East Report, Washington, D.C. 25¢**

Iran's effort to modernize is analyzed by assessing the contribution and effectiveness of two major foreign technical aid projects. The survey also discusses problems which confront the U.S. as it tries to spur development not only in Iran but in other developing nations. The complex relations between Iran and her Arab and non-Arab neighbors is also studied.

Write: Near East Report Inc., 1341 G St., N.W., Washington. D.C. 20005.

***Brewing Industry Survey: 1966.* Research Company of America, New York. 160pp. $50.**

This survey of the brewing industry in the U.S., Mexico and Canada contains statistics on shipments, taxes, imports, consumer expenditures, per capita consumption, retail outlets, buying-marketing patterns, and other relevant information.

It also contains a financial and sales analysis of the industry, with data on capacity, and sales of individual breweries during each of the last five years, as well as a register of executive personnel.

Write: Research Company of America, 660 Madison Ave., New York, N.Y. 10021. Descriptive brochure free.

Embassy reports

The most recent economic summaries by U.S. Foreign Service officers to be offered for sale by the Department of Commerce's Clearinghouse include annual reviews of 1965 economic activity in Burundi (DIB-66-718, 16 pages); Guyana (DIB-66-721, 20 pages); Jamaica (DIB-66-725, 13 pages); and Curacao (DIB-66-726, 6 pages).

There are also reviews of fourth quarter 1965 in Ireland (DIB-66-723, 10 pages); first quarter 1966 in the UAR (DIB-66-719, 17 pages); second quarter 1966 in France (DIB-66-720, 9 pages) and Haiti (DIB-66-722, 5 pages); and a semi-annual summary of the second half of 1965 in the Ivory Coast (DIB-66-724, 18 pages).

For copies of these reports, which cost $1 apiece, write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410-66.

***Statistical Summary of the Mineral Industry: 1959-64.* British Information Service, New York. 417pp. $5.50.**

A tabular presentation of worldwide production, exports and imports of 60 different minerals and mineral groups for the six-year period 1959-64.

Write: British Information Service, 845 Third Ave., New York, N.Y. 10022.

***The Economic Development of Morocco.* By a World Bank survey mission. Johns Hopkins Press, Baltimore. 356pp. $8.50.**

The mission, organized at the request of the Moroccan Government, reports numerous assets for economic growth in agriculture, tourism, mining, and industry. Problems in education, health, housing and population are also explored.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***Functions of an Export Management Firm.* By Robert E. Oscar. Published by the State of Illinois. 6pp. Free on request.**

The differences in operating methods between departmental operations and distributor operations in export management firms are analyzed by the author.

Contractual requirements, the advantages in using exports management firms and possible problems in using such a firm are also outlined by Oscar, the president of a Chicago management firm.

Write: The Department of Business and Economic Development, Division of Export Expansion, 160 North La Salle St., Chicago, Ill. 60601.

***The USA in the World Economy.* By David J. Steinberg. Council for the Advancement of Secondary Education. 138pp. $2.40.**

Designed as an introductory text to the field of international economics, this book outlines the dimensions of the U.S. economic position in the world, then goes on to describe: our trade with the world; the flow of private capital; U.S. military and economic aid; the balance of payments; the dollar in world money and banking; and the long and short-term prospects.

Write: Webster Division, McGraw-Hill Book Co., Manchester Road. Manchester, Mo., 63011.

***Commerce in Germany Yearbook: 1966.* Published by the American Chamber of Commerce in Germany. Frankfurt/Main. 54pp. $4.**

This cross-indexed listing is a practical guide to the leading firms of the U.S.-German economic community. Some 1090 members and their activities are classified along with a survey of the German and U.S. economies in 1966.

Write: American Chamber of Commerce in Germany, Zimmer 621, Taunusstr. 52, Frankfurt/Main 6, Germany.

***Saudi Arabia at a Glance.* Published by the Saudi Arabian Information Service, New York. 32pp.**

This pocket-sized guide to Saudi Arabia includes a page on forming a business there as well as general statistics on this "modern kingdom."

Write: Saudi Arabian Information Service. 633 Third Ave., N.Y., N.Y. 10017.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—231-934/8

Calendar *for international traders*

ATLANTA—Aug. 18—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

CEDAR FALLS, IA.—Sept. 7—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHAMPAIGN, ILL.—Sept. 19-23—Institute of International Trade, University of Illinois.

CHICAGO—Aug. 15—Businessmen's Consultations with Walter Sohl, Commercial Attache, Hong Kong. Field Office.

CHICAGO—Aug. 16—Meeting for Exporters, Field Office.

CHICAGO—Aug. 17—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

CHICAGO—Sept. 14—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Sept. 22—International Trade Club, luncheon, Palmer House.

CHICAGO—Sept. 27—Meeting for Exporters, Field Office.

CLEVELAND—Aug. 31—Special Exporters Session on Documentation, 10 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—Sept. 8—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

DALLAS—Aug. 24—"Women in Export" Workshop, Field Office. Sponsors: Dallas Field Office, Department of Commerce; REEC.

DETROIT—Aug. 23—Export Marketing Workshop for Beginners, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DULUTH, MINN.—Sept. 13—Export Conference, London House. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

FT. SMITH, ARK.—Sept. 2—Export Marketing Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; Memphis Field Office, Department of Commerce.

HERRIN, ILL.—Sept. 27—Export Workshop, Southern Illinois, Inc. Sponsors: St. Louis Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Sept. 8—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Sept. 13—Meeting for Exporters, Advertising & Sales Executives Club. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Sept. 22—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LEWISTON, ME.—Aug. 23-26—Sixth Annual Maine Products Show, Central Maine Youth Center. Sponsor: Maine Dept. of Economic Development.

LOS ANGELES—Aug. 24—Western Electronic Manufacturers Assn., luncheon, Biltmore Bowl.

LOS ANGELES—Aug. 26—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Los Angeles Field Office, Department of Commerce.

MEMPHIS—Aug. 17—Export Workshop on Saudi Arabia, Hotel King Cotton. Sponsors: Memphis Field Office, Department of Commerce; REEC; Mid-South Exporters' Roundtable.

MILWAUKEE—Sept. 1—World Trade Club, monthly meeting, Holiday Inn-Central. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.**

MINNEAPOLIS—Aug. 26—Upper Midwest REEC Meeting, Sheraton-Ritz Hotel.

NASHVILLE, TENN.—Aug. 23—Export Workshop, Nashville Area Chamber of Commerce. Sponsors: Chamber of Commerce; Memphis Field Office, Department of Commerce; REEC.

NASHVILLE, TENN.—Aug. 24—Middle Tennessee Exporters' Roundtable, meeting, Holiday Inn (Capitol Hill).

NEW YORK—Aug. 16—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

NEW YORK—Aug. 30-31—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

NEW YORK—Sept. 20-21—Businessmen's Consultations by appointment only with Harold E. Hall, Commercial Attache, London. Field Office.

OLATHE, KAN.—Aug. 25—Workshop for New Exporters, Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

PHILADELPHIA—Aug. 29—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

PHILADELPHIA—Sept. 7-8—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

PHOENIX, ARIZ.—Sept. 15—Export Workshop, 10 a.m.-12 noon, New Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

SAN FRANCISCO—Aug. 17—Export Finance and Insurance Seminar, 9:30 a.m., New Federal Bldg.

SAN FRANCISCO—Aug. 24—General Export Seminar, 9:30 a.m., New Federal Bldg.

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